









## HOME NEWS

### Urgent action demand after jail suicides double in two years

By Frances Gibb  
Suicides in prisons have doubled in the last two years to six times the rate among the general population, according to a report published yesterday. It says that in 1977 there were 11 prison suicides, compared with 27 in 1979, an increase from 0.26 of the prison population to 0.49. Among the general population the rate has remained constant at 0.06.

Of the 630 deaths in prison in the past 10 years, 226 or 35.8 per cent, were due to natural causes and suicide.

It also points out that the average age for prisoners dying of natural causes in the past two years has fallen from 49.5 to 43. In the general community it is 70 for men and 79 for women.

The report, which calls on the Government to take emergency action to avert a serious crisis in the prison system's history, has been published by the National Council for Civil Liberties.

It says that in the past 10 years the prison with the highest number of recorded deaths is Brixton, in London, a remand prison.

"This is particularly distressing in view of the fact that... the men (and some women) within its walls are awaiting trial and are, therefore, presumed to be innocent. These prisoners are kept in some of the worst conditions when arguably they should be the best."

Of the five prisons with the highest death rate, four were in London. During 1969-79,

there were 56 deaths at Brixton, 48 at Wandsworth, 35 at Wormwood Scrubs and 34 at Pentonville, it says. The fifth prison, Liverpool, had 35 deaths.

The report, written by Dr Roger Gears, a research assistant at York University, also notes that the royal prerogative of mercy (on the Home Secretary's advice) for terminally ill patients was exercised in the cases of only 58 of 370 prisoners who died of natural causes in the last decade.

It accuses prison authorities of being reluctant in their interpretation of when to inform relatives about a prisoner's health under prison rule 19. That should happen when a prisoner is "seriously ill," which authorities seem to interpret as "critically ill," it says.

The report says the "web of secrecy" around the prison system has made it impossible to investigate allegations of deaths from brutality or deprivation of proper medical care.

Among some 47 recommendations, it calls for the release of terminally ill prisoners as early as possible, a right to the integration of the prison medical service with the health service; a widening of the rules so that prisoners' wives are selected on the same basis as possible, and not by the coroner's officer; and a law to make it binding on coroners to hold inquests where a person dies in custody.

Deaths in Prison, by Roger Gears (National Council for Civil Liberties, 186 Kings Cross Road, London, 75p inc p and p), 20p

### Heart unit at Harefield must stay, panel says

By Our Health Services Correspondent

The future of the heart transplant unit at Harefield Hospital, West London, which was threatened under proposals from the London Health Planning Consortium last year, seems more secure.

A panel of cardiologists and physicians, set up by the North West Thames Regional Health Authority last April to look at Harefield, has come out strongly in favour of its continuing there.

The panel was asked to consider whether other patients at the hospital were suffering because of the transplant programme and to make recommendations in the light of the Government's transplant advisory group's views.

It concluded that other patients had not suffered because the number of people waiting for cardiac surgery and the length of waiting time had been reduced.

The members, under the chairmanship of Professor John Goodwin, professor of cardiology at the Royal Postgraduate Medical School, Hammersmith, disagreed with the Government's transplant advisory group's view that heart transplants should take place at kidney transplant centres.

Its report, which is going to a meeting of the regional health authority next Monday, says that the unit, which has carried out 12 transplants, should aim at between 12 and 15 a year.

### The disfigurement of Britain, 9: Roads and traffic 17 years after the Buchanan study Reshaping may bend the streams but the flooding remains

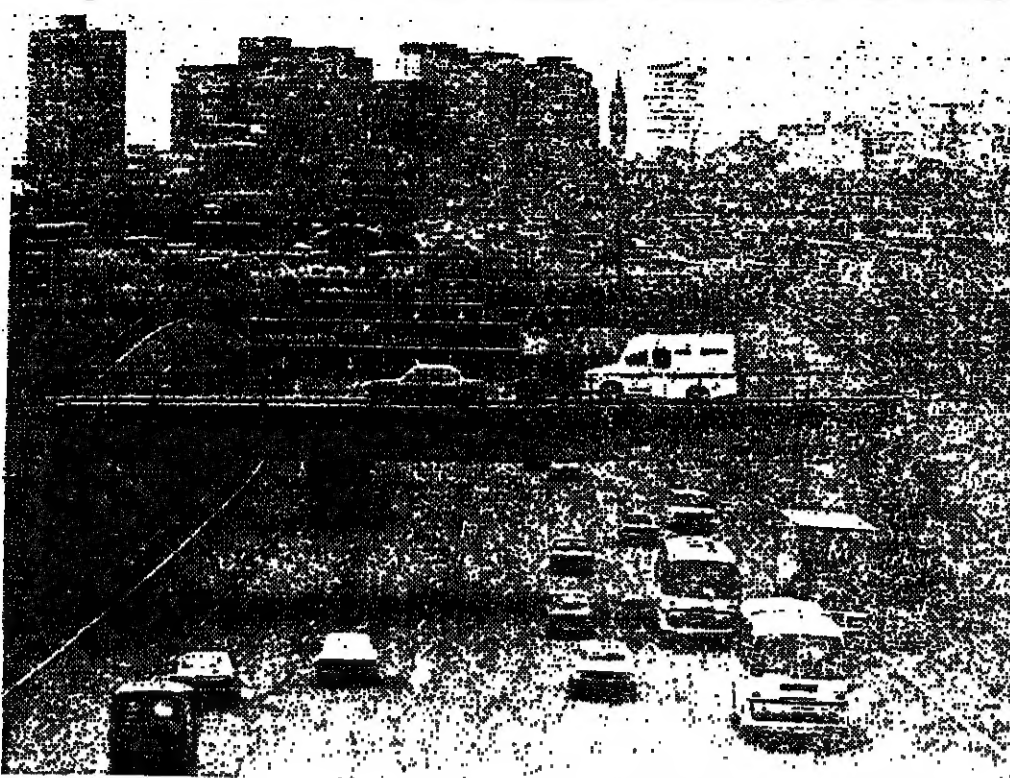
By John Young

Just north of Oxford, by the side of a roundabout from which main roads diverge in all directions, is a service area for motorists and their vehicles. It is like almost every other place of its kind, a sprawl of car park, petrol station, cafeteria, shops and stalls, reeking of oil fumes and fried food, loud with the noise of juke boxes and slot machines, where those who like that sort of thing sit at liberty to linger.

But let the private motorist drive down the Woodstock Road into the ancient city, and he will quickly become aware that he is unwelcome. Signs warn him to keep out of the bus lanes which seem to run everywhere, and in the central area he is confronted by an array of no entry signs and cul-de-sacs that appear to have been designed to make it all but impossible to cross from one side of Oxford to the other except on foot.

The caravans aptly illustrate our ambivalent attitude to the motor car. Seventeen years after Sir Colin Buchanan published his famous study, *Traffic in Towns*, we have yet to decide whether cars and, even more, heavy lorries are a menace that threatens the fabric of our buildings and the health and safety of our citizens, or a necessary concomitant of progress and prosperity which it is in everyone's interest that we should seek new ways to accommodate.

In some places the Buchanan message about reshaping was taken all too literally. In Glasgow, for instance, and in Birmingham, which is proudly claimed, has the most advanced urban road system in Britain.



The Aston Expressway, which links the M6 with the centre of Birmingham.

cities must be replanned, reshaped and rebuilt to accommodate it.

Among other large cities which suffered similar treatment were Bristol, where the central district is surrounded and isolated by a one-way system widely regarded as an environmental disaster, and Sheffield, which just does not seem to have any shape at all any more.

Elsewhere the tide of opinion turned against Buchanan before anything much was done. In London, for example, there are only isolated bits and pieces of what were originally intended to be no fewer than three concentric motorway rings.

Nothing better illustrates the confusion with which planners have approached the whole sub-

ject of traffic than the question of parking. In the 1960s the prevailing view was that the way to prevent congestion was to provide plenty of off-street parking space.

In the last decade the general opinion seems to have been that the provision of parking space simply induces more people to use their cars. Companies have frequently been discouraged from providing car parks for their employees, and thousands of newly planted meters have been torn up.

Of course there are no easy solutions. But it is curious that so little money has been spent on the development and improvement of public transport, and that bodies like London Transport are starved of funds, while no thought seems to have been given to the idea of restricting or penalizing the hundreds of thousands of commuters who travel by car because it is not only more convenient but often cheaper.

It is strange that, unlike most other European countries, Britain does not insist that commercial deliveries are made in the early mornings or late evenings, also that an underpaid and understaffed force of traffic wardens is encouraged to punish motorists for trivial parking offences and to turn a blind eye to serious violations which cause damaging congestion.

In that field at least British planners attending tomorrow's conference on urban renaissance at Lancaster House, organized by the Council of Europe, may discover that they have something to learn from their Continental counterparts.

Continued

### Society votes to issue suicide guide

By Richard Ford

A booklet detailing five ways to commit suicide is to be published by the Society for the Right to Die with Dignity, by the end of the year.

The decision was overwhelmingly supported by 500 members who attended the society's annual general meeting in London on Saturday. A new committee in favour of printing the 30-page pamphlet was elected.

Despite a member of the society threatening to take High Court action to prevent publication of the pamphlet, entitled *A Guide to Self-Deliverance*, the decision to produce it was taken, according to Mr Nicholas Reed, the general secretary, with opposition from only 10 people.

Among those elected to the committee of 12, who later this month will look at the typescript of the booklet, was Lord Beaumont of Whitley.

Mr Reed is confident that the members will be unanimously in favour of producing the guide, which will be available to people who have been members of Exit for three months or more, although the society risks prosecution under the Suicide Act, 1961.

### Nationality rule 'hard on husbands'

By a Staff Reporter

The Commission for Racial Equality has attacked the Government's proposed nationality law for not making it easier for foreign husbands to join their wives in Britain.

In a statement submitted to the Home Office last week, the commission welcomes the proposal for sexual equality in the acquisition of nationality through marriage.

But it says that, in practice and because of immigration rules, it will still be much more difficult for a foreign husband to become British compared with a foreign wife.

Under the existing rules, entry is given to a husband only if the bride or one of her parents was born in Britain. An entry certificate is then issued for 12 months, during which the husband has to satisfy the Home Office that the marriage is genuine. Foreign wives or fiancées do not have to overcome those hurdles.

The commission says: "This very inconvenient, capricious and unequal treatment of citizens will adversely affect a disproportionate number of citizens who are non-white."

### Nuclear waste in Cheviots scheme opposed by MP

By Our Planning Reporter

Test drilling to discover possible sites for the storage of nuclear waste was yet another example of the exploitation of the north of England, Scotland and Wales, Mr David Clark, Labour MP for South Shields, said yesterday.

He was speaking at a rally near Wooler, Northumberland, organized by the Ramblers' Association to protest about an inquiry due to open at Newcastle upon Tyne next week. The inquiry is into an appeal by the United Kingdom Atomic Energy Authority into the refusal by Northumberland County Council to grant planning permission for drilling in the Cheviot Hills.

Mr Clark said that to dump nuclear waste beneath the crust of the earth had dubious scientific justification. To dump it in the Cheviots was an act of aesthetic vandalism comparable to the smashing of the Mona Lisa or the smashing of the Elgin Marbles.

Mr Clark said that the drilling would cause much disturbance, but would be nothing to the disturbance if nuclear waste was allowed to be dumped.

"Then new roads will be driven across the unspoiled countryside. Armed vehicles will destroy the peace. Huge areas will be fenced off and patrolled by armed guards, floodlit at night."

Saying that in the 1970s seven earthquakes originated in Northumberland and Cumbria, he added that no drilling was to take place in clay, which many geologists felt was the best medium to receive waste.

"I maintain that the reason is that clay occurs in the South, where the decision-makers live and work," he said. "If the decision-makers in the prosperous South want nuclear energy, they must take responsibility for storing their trash. We will not allow the Cheviots to become their dump."

### Prosecution over 'Romans' play unlikely, QC says

By Kenneth Gossling

Mr John Mortimer, QC, the arriser and playwright, said yesterday that he was "quite sure" Howard Brenton's *Romans in Britain* could not be prosecuted under the Theatres Act, 1968.

Mr Mortimer, a member of the National Theatre board, added the comment after a letter of protest to the play, which features scenes of auditory attempted homosexual rape, when it entered the annual repertoire last week. Officers from Scotland Yard's theatre squad expected to attend a performance of the play this week after a complaint by Mrs Mary Whitehouse.

The Greater London Council, which is expected to discuss the play at a meeting on October 28, could decide to withhold part of its £533,000 grant to the National.

Any prosecution cannot take place without leave from the Attorney General. Under the 1968 Act, a play is deemed to be obscene if it is "likely to cause offence to persons of ordinary sensibilities."

Mr Mortimer said he was "quite sure" that the play would not be prosecuted. It would not induce anything in anybody except feelings of extreme horror and aversion.

A National Theatre spokesman confirmed that bookings for the play, to be given again next Friday and Saturday, with six performances next month and three in December planned, were brisk.

likely, having regard to all relevant circumstances, to attend it."

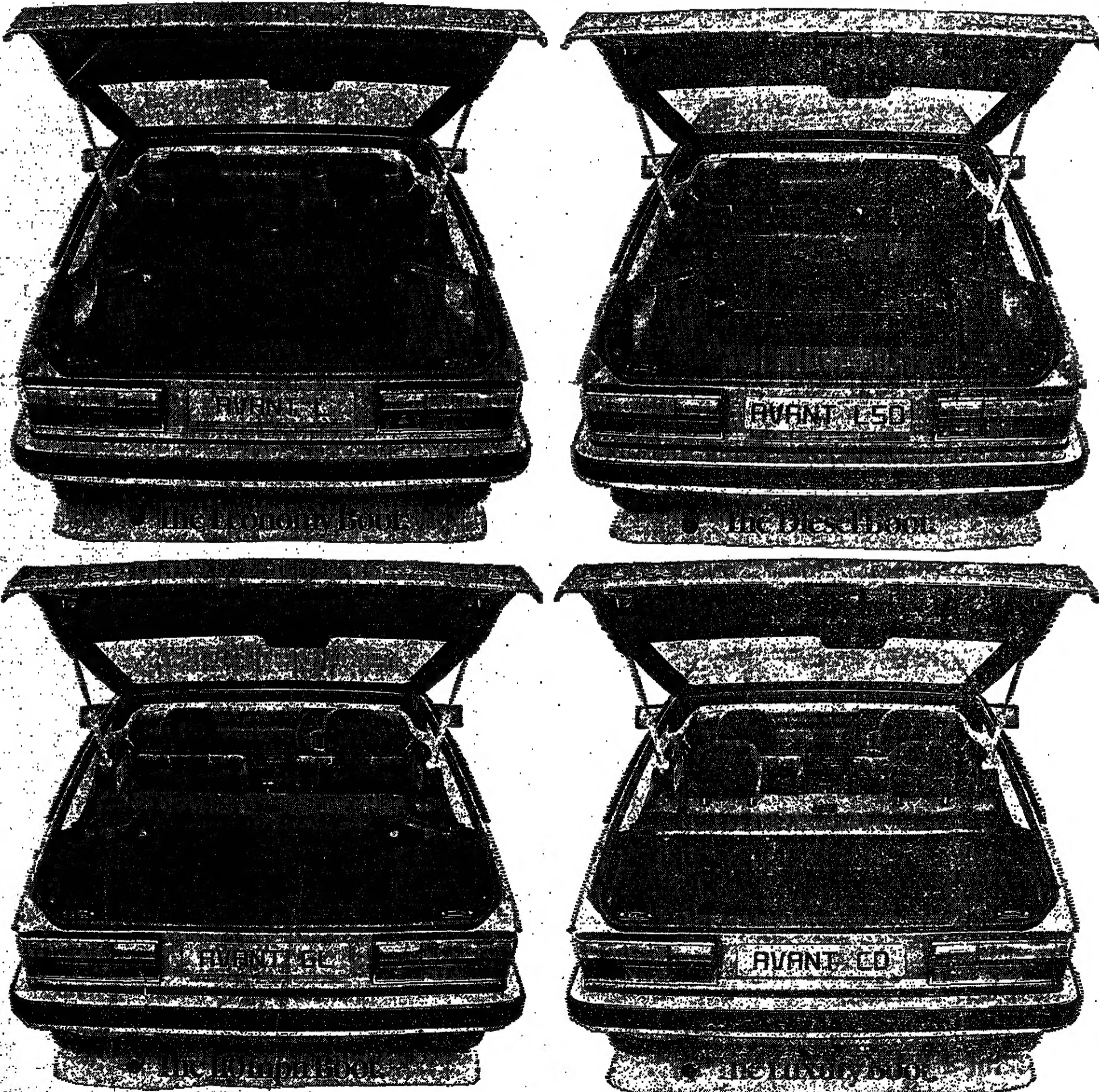
"There is a defence of public good, if it can be proved that the giving of the performance was justified as 'being for the public good on the ground that it was in the interests of drama, opera, ballet or any other art, or of literature or learning.'"

The scene which caused the greatest uproar (although few members of last week's audiences are said to have walked out) concerned the attempted homosexual rape of a druid by a Roman soldier.

Mr Mortimer commented: "Having seen the scene, my opinion is that it would not be prosecutable. It would not induce anything in anybody except feelings of extreme horror and aversion."

A National Theatre spokesman confirmed that bookings for the play, to be given again next Friday and Saturday, with six performances next month and three in December planned, were brisk.

He said the dialogue made it abundantly clear that the homosexual rape did not actually happen.



## These boots were made for driving.

Behind its sleek exterior the Audi 100 Avant shares some of the characteristics of a furniture van.

With its rear seat forward, it has 39.3 cu.ft. of load space (which compares very favourably with the Rover 2300's 35.4 cu.ft.).

Even with its rear seat up and five people aboard, its 15.3 cu.ft. boot is larger than many conventional saloons. Here, however, all resemblance to a utility vehicle ends. The rest is all car, and a driver's car at that.

The 16 litre Avant L gives you 100mph and 38.7mpg at 56mph.

The 2 litre L5D diesel was acclaimed by *What Car?* magazine as "probably the best of the big diesels under review," with a top speed of 95 mph and a 0-60 time of 15.9 seconds.

Not bad for a car that returns 45.3 mpg at 56 mph. The 110 mph GL 5S has bronze-tinted windows, front and rear fog lamps, headlamp washing system, deep-pile carpeting and velour upholstery.

While the Avant CD 5E is simply a 115 mph luxury express, with automatic transmission, electric sunroof and windows, central locking, power steering, servo-assisted brakes, cruise control et al.

If you're looking for a car that drives like a dream and carries like a truck, go and look at an Audi 100 Avant. You'll find it fits you like a glove.

**The Audi 100 Avant.**  
**Audi The car for now.**







OVERSEAS

# Moscow promise to Mr Karmal to keep troops in Afghanistan until opposition has been crushed

From Michael Binyon, Moscow, Oct 19

The Soviet Union has given President Karmal a written undertaking that it will keep troops in Afghanistan until opposition to his Marxist government has been crushed.

In a joint statement signed by Mr Karmal and President Brezhnev on Thursday and published today, the Russians said the people and government of Afghanistan could count on Soviet help and support. There was no question of Moscow contemplating any military settlement or called for a change of government in Kabul.

The statement, signed at the beginning of President Karmal's official visit, does not add anything to the easy of friendship concluded between the Soviet Union and Afghanistan in 1978, and appears to be little more than a normal joint communiqué issued during such visits.

But the deliberately heightened emphasis of its signing, the ringing endorsement of President Karmal and the government and the emphasis of Soviet support clearly intended to show the world that the Russians are going to abandon Mr Karmal or make any compromise to settle the East-West crisis over Afghanistan.

The statement calls for a political settlement to improve the international climate. But it says the only proposals Moscow and Kabul will look at are those put forward last May, when Afghanistan called for direct talks with Pakistan and Iran.

The proposals insisted on the full recognition of the Karmal regime and an end to all support for the insurgents. They were not taken up in Tehran or Islamabad.

The statement on Thursday said there could not be any talk of a possible Soviet withdrawal from Afghanistan until Kabul's proposals were accepted, supported by the insurgents and guaranteed by the Afghan Government would not resume.

A Russian newspaper commented today that the statement suggested the sooner the world—and especially Pakistan—understood the reality of the situation, the better it would be for the Afghan people who were not to be abandoned.

Pravda admitted that the revolution was going through a "hard time" and said the

country had to deal with wide-spread and well-organised attempts by China and the West to overturn the revolution's gains.

But in spite of continuing opposition by the insurgents, things were gradually returning to normal. In a comment which succinctly sums up Soviet determination to stick it out, whatever the cost, the newspaper added: "Time works for the new revolutionary Afghanistan."

President Karmal probably insisted on explicit expression of Soviet support to bolster his weak position, a hard and scotch rumour that the Russians were ready to drop him.

The joint statement said Mr Karmal had invited President Brezhnev and Mr Alexei Kosygin, the Prime Minister, to visit Afghanistan and they had both accepted. But the visit of Mr Kosygin's illness and the fact that Mr Brezhnev now seldom travels abroad, neither is likely to go.

A statement of personal endorsement is symbolically important for President Karmal and for the Russians, and indeed this is the point of his visit. The point has been underlined by the great publicity the Russians have been giving to his speeches and visits in Moscow.



President Giscard d'Estaing examines an ancient statue of a warrior in the Quinshi Huangdi museum, Shanghai.

# Prince wants UN-supervised Kampuchean poll

From David Bodavia, Peking, Oct 19

Prince Norodom Sihanouk has called for the formation of an international task force under United Nations auspices to supervise the holding of elections in Kampuchea.

The former head of state said after his meeting yesterday with President Giscard d'Estaing of France, who is visiting China, that only this

would prevent the subversion of the proposed elections by the troops of the Khmer Rouge remnants, after the departure of Vietnamese occupation forces.

Prince Sihanouk expressed his appreciation for France's abstention at the General Assembly on a resolution to call for the withdrawal of all foreign troops and the holding of elections in Kampuchea.

But in a statement in Peking he said that "in no case and in no circumstances" would he consent to play any political role in his country's future.

Prince Sihanouk said it was his duty as a Cambodian citizen to criticize the total absence of a guarantee to assure the security of the Cambodian people.

The only answer would be to set up a strong international

armed force to replace the Vietnamese and guarantee free elections. "In addition, it is absolutely necessary to disarm all Khmers under arms and completely demilitarize Cambodia."

Tibet visit: President Giscard d'Estaing arrived tonight in Lhasa, becoming the first Western head of state to visit Tibet in 30 years.—Agence France-Press.

# Afghans face famine and disease

From Trevor Fishlock, Delhi, Oct 19

Famine and disease on a large scale are threatening the Afghans. As winter approaches, a cumulative effect of land form failure, poor food distribution, the heavy scorched earth policy and the migration of livestock with refugees, are the country in poor shape. An assessment of food supplies and distribution in Afghanistan, made by a diplomatic source in Delhi, concludes that there is a real danger of famine.

The implication of the assessment is that the Soviet Union has to act quickly to help the Afghans with food, also with drugs and medical services to combat the pestilence, polio, tuberculosis and other diseases which are endemic in the areas.

Afghanistan used to be self-sufficient in food, the source says, but the land reforms brought in by the Soviet Government and followed up by

President's Taraki, Amin and Karmal have not been successful.

Fighting has caused disruption of food supplies and led to the deaths of thousands of animals.

The Soviet military policy seems to aim at the creation of a buffer zone around the big towns. These areas are often fertile and well cultivated, but the Russians have tended to clear them out and have removed cattle so that people are not inclined to return—and so there is no food for the mujahideen (holy warriors) insurgents.

The Afghans and the Russians themselves have publicly refused to food supply problems. Good quality wheat has been hard to get and prices of ordinary rice and meat have increased considerably.

The Government has been making a big push to improve agricultural output.

A meeting of the Council of

Ministers in Kabul on October 13 approved the distribution of 13 tons of Russian-donated rice to the provinces at a price of 18p a kilo. The normal price is between 25p and 40p a kilo.

The ministers also approved the free supply of wheat and oil to patriots fighting the "rebels" in the provinces of Kandahar, Herat, Baluchistan and Samangan.

It is clear from recent reports, including one made by a diplomatic source here today, that tension in Kabul is increasing and that the insurgents are becoming more active. More Russian soldiers and vehicles are on the move in the city and curfew has been extended by two hours, from 10 pm to 5 am.

Meanwhile Afghans continue to flee the country. The Government has issued a new passport was available at a price of £200, but omitted to say that those leaving the country must lodge a deposit of £500 against their return.

# Zimbabwe to introduce press curbs

From Frederick Cleary, Salisbury, Oct 19

The Zimbabwe Government is to introduce regulations to control the activities of journalists visiting the country. They will have to apply for temporary employment permits.

Dr Nathan Shamuyarira, the Minister of Information, said that this regulation step was being taken to curb the activities of what he called "undesirable and irresponsible" foreign journalists.

He said many journalists wanted to make money by writing sensational and totally unfounded stories regardless of the truth. In the six months since independence the overseas press had painted a gloomy picture of chaos, impending civil war and continuing tension in Zimbabwe.

# Peking control of culture condemned by activists

Peking, Oct 19.—Activists in Peking have protested about "administrative control of culture" and called for support from intellectuals in order to win the right to publish their unofficial magazine Today.

In a recent "open letter" to figures in the capital, they protested against police action in suspending publication of the magazine.

The people running it were told to register it and although they tried, there has been no official response.

Today, one of the publications which emerged from the "Peking Spring" movement last year, featured mainly poetry, literature and art which had been semi-clandestine.

The group emphasised the need to "bring democracy to art" in China by rejecting "cultural autocracy and the control of culture by administrative decree". Demands are increasing for a reduction of official controls on literary and artistic creation.

The activists said that, in addition to the foreign press, even official Chinese publications had reproduced some of the literary items they published.

Authorities recently adopted a regulation on publishing, laying down penal sanctions against publishers not officially registered.—Agence France-Press.

# 14 held at church in Soweto

Johannesburg, Oct 19.—Police today arrested at least 14 people attending a church service in Soweto to commemorate the third anniversary of a government crackdown on black and white critics.

Black organizations staged a series of commemorative services throughout the country to mark what they refer to as "Black Wednesday", October 19, 1977, when the Government banned 18 Black Consciousness and other groups.

A concert by Ray Charles, the American soul singer, that was scheduled to take place in Soweto today was cancelled. Reuter.

# Prisoners of conscience



Robert-Jacques Thelisma, a 40-year-old, was arrested early in 1979 and held in detention until July 28 this year, when he was sentenced to a life term in nine years' imprisonment for having hatched a plot to overthrow the Government to "provoke a massacre" was the first political trial this kind in Haiti for 20 years.

The evidence against Thelisma, and three other defendants, Ulrich Desiré, Georges Colas, and Emmanuel Noël, was to have been slim.

In the trial, the prosecution lacked material evidence, pistols, some ammunition, small explosive devices, but did to connect them with the person who had allegedly hatched the "plot" did not appear, nor was evidence of collusion to carry out.

Four defendants denied charges, and Mr Thelisma said that he had been tortured with electric shocks while in detention.

The defence lawyers not only claimed that the evidence was too circumstantial to be relied on, but contested the legality of the court, since it was presided over by just one judge, and of the required panel.

Western International takes view that Mr Thelisma and three other defendants were not for involvement in alleged plot, but for their political beliefs.

# Writ against Mr Muldoon over 'Princess' film ban

From Our Correspondent, Wellington, Oct 19

A senior executive of the New Zealand Broadcasting Corporation is to sue Mr Robert Muldoon, the Prime Minister, for \$750,000 (£16,000) damages in a defamation case brought in connection with the banning of the British television film *Death of a Princess* in the country.

Mr Don Monaghan, the corporation's controller of programmes, has issued a writ against Mr Muldoon. The Prime Minister has responded by filing a statement of defence.

The action arises out of a comment made by Mr Muldoon in July accusing Mr Monaghan of "suspect judgment" in allegedly recommending the film to be shown.

The corporation's nine-member board, which controls the two television networks of New Zealand, has been criticised for its decision to ban the film on the basis of reports

it had commissioned, but without actually seeing the film to ban the documentary.

Mr Muldoon remarked that he was happy with the decision though, with the reasons given for it. In view of the board should have given more weight to New Zealand's international relations.

According to published reports, Mr Muldoon criticised Mr Monaghan and his superior, Mr Alan Morris, a network director-general, for recommending the showing of the film.

"I am somewhat disturbed that Messrs Morris-Monaghan, two executives of the television system, should have taken the view that this *Death of a Princess* should be shown. That makes their judgment suspect as far as I am concerned. It suggests they are simply interested in external relations and not in the wider aspect of their job."

The South African press had been the chief culprit, the minister said, but he also criticised Mr Bolger Jensen, the correspondent for the American magazine *Newsweek*.

Dr Shamuyarira said that when the Zanu (PF) Party came to power all restrictions on journalists were removed because the new Government believed in the principle of the freedom of the press. But because of misrepresentations and distortions of news, the Government would now introduce temporary employment permits for visiting journalists.

The Government would then be able to know all about foreign journalists operating in the country and would be able to deny facilities to those who continued to misrepresent Zimbabwe maliciously.

The minister did not say when the work permit system would come into operation.

# Solution of Belize future felt nearer

By David Spenser, Diplomatic Correspondent

Although little has emerged in public about the latest talks in New York on Belize, there is a growing feeling that a solution, which would end the long-standing dispute over the Central American colony, is getting closer.

Officials in London have been unusually reticent though it is not clear whether this is because progress is being made or the reverse. What is certain is that Lord Carrington, the Foreign Secretary, has been speaking of "a sense of urgency" in resolving the issue.

As was seen in the larger colonial problem of Rhodesia, he has a way of getting things moving.

On the face of it, the two sides, Britain and Guatemala, are in a better position than they were some time ago. Mr George Price, the Premier, is always at the talks—remain as far apart as ever. The essential difference between them is territorial: the cession of Belizean territory, such as Guatemala has been

demanding, is out of the question, as has been repeatedly made clear.

Claims made at the United Nations General Assembly recently by Señor Castillo Valdes, the Guatemalan Foreign Minister, were as unyielding as ever. Guatemala could not accept, recognize or permit the granting of independence, unilaterally, to Belize, he said, by the colonial power.

However, the Guatemalans would be unlikely to press their case too hard at the United Nations, for the good reason that on past performance they would be the obvious losers. The argument that Belizeans are entitled to self-determination puts Britain in an unassailable position, from the standpoint of international opinion.

No doubt, well aware of this, Señor Valdes said that the United Nations has no role to play in Belize and that Guatemala could not accept any resolutions which had been, or might be, passed on the subject.

Señor Valdes and Mr Nicholas Ridley, the British minister,

seem to have reached a good personal rapport. Despite his harsh words in the assembly, Señor Valdes also expressed Guatemala's willingness to negotiate sincerely, in seeking a "conciliatory formula".

While no way has yet emerged of closing the circle between Guatemalan demands for territory and Belizean rights, it is understood that the talks are to continue, which indicates that some real issues are on the table.

The United States, which until now has kept very much on the fence, may be leaning towards the British view that the solution should be reached within a reasonable time.

Nine police shot: Left-wing guerrillas shot dead nine policemen in a series of attacks in Guatemala city in the past two days, police said.

Three were killed when their police-box was machine-gunned from a passing lorry. Police said 20 propaganda bombs exploded in the city yesterday scattering left-wing leaflets.—Reuter.

# The quaking hasn't stopped.

Within hours of Algeria's earthquake disaster, Christian Aid had put £35,000 at the disposal of the emergency services there for medical supplies, blankets and tents.

And we had negotiated the airlift of further supplies as well as warm clothing and high protein food from London, Copenhagen, Bremen and Amsterdam.

But to people still quaking with the shock of the disaster, now comes the first chill of winter. Tents and blankets are no substitute for homes. We need to follow the first flow of aid with the work of rehabilitation.

So within hours of reading this, will you please make a special personal gift or arrange a collection?

This is a major emergency. Lives are being saved by the hour.

To: Christian Aid,  
P.O. Box 1, London SW9 8BH.

I enclose cheque/P.O. or  
please debit my Access account for £

My Access Card number is

Signature

Name

Address

If you require a receipt, please tick box. ☐

## Christian Aid Algeria Appeal

# Lounging toll of violence across Uganda

Charles Harrison, Oct 19

At least 10 people, three of whom were killed by the Kampala during a period of tension. Residents of troops of breaking into and looting properties.

Heavy explosions heard near the city centre in the night curfew but cause has not been traced. Dr James Mayanja, the Commissioner of Veterinary Services, was shot dead in his home in a Kampala during the night.

Police Minister, chairman of the ruling Military Committee, which took power last week, told city authorities at a meeting that the situation was opposed to the Government.

Government were causing most of the trouble.

Mr Mayanja appealed to the city authorities to do more to help restore normality in Kampala, where more than 2,000 people are believed to have been murdered in the past year.

The Government says it has regained control of most of the areas in the West Nile District that were occupied by rebel groups earlier this month.

But scores of civilians, mostly from the Acholi tribe, have been killed in attacks in different parts of the country. Members of the Acholi tribe in Gulu, northern Uganda, have been hunted down and killed people who come from the West Nile. Further unrest has broken

out in western Uganda where members of the Bakonjo and Bamba tribes living in the Kuvuonzi mountains (the mountains of the moon) have distributed letters telling members of the adjoining Toro tribe to leave the area or be killed.

At the weekend the Government announced the suspension of 14 district commissioners, including those in Kampala and Jinja, for "security reasons".

No other explanation was given. Local sources said the unprecedented move resulted from incidents connected with preparations for the general elections, due on December 10. Registration of voters is already well behind schedule and many believe that the polling date will have to be postponed.

# Quest for peace in Chad ends in failure

Lomé, Togo, Oct 19

An attempt by African leaders to work out a ceasefire to the civil war in Chad ended in failure here today.

A "peace conference" organized by Togo and held under the auspices of the Organization for African Unity, opened in Lomé yesterday, with representatives from Sierra Leone, Congo and Guinea attending.

The conference briefly brought together the two leaders of the warring factions in Chad, President Goukouni Oueddei and Mr Hissène Habré, his former defence minister.—AP.



## SPORT

Golf  
Caddie who read the greens for Trevino

From Peter Ryde, Paris, Oct. 19

Trevino here today with his final round 69, which raised him four strokes ahead of fellow-American Gary Hallberg in second place. Trevino gave much credit for having had two firsts and one second in the three years he has played in the Landcote to the assistant professional at the club, Manuel, who acted as his caddie throughout the tournament. Trevino said he never had to read a putt on greens, which the 11 other caddies do not know what to do.

Even Mr. Trevino looked capable of winning the tournament with his putt at a caddie for he is nearing the end of a wonderful season. In terms of prize money he has earned more than ever before the \$25,000 he won here raising him over the \$400,000 mark for the year. More important than this, and in his mind, has been his winning the Vardon Trophy for the lowest stroke average of the season with a score of 68.9, a figure which has not been equalled since Bill Casper won in 1969.

Hallberg started two strokes behind but had caught him by the sixth and was on the long seventh hole when Trevino's putt came. But Trevino is a tactical golfer in addition to everything else; he matched Hallberg's birdie putt with a well-judged chip. After Hallberg had missed the next green he played another delicate putt to four feet, while Trevino, three strokes behind, took five.

After that Hallberg did not threaten him again even though he made his putt after finding a lucky lie in the car park. This prompted Trevino to remark: "can be at the time, have been thinking of Bill Casper at Royal Lytham? that he rec-



Lee Trevino: nearing the end of a wonderful season.

ked all car parks should be out of bounds. "After all," he said, "you do not play football out of the grassland."

Hallberg is a Mark McCormack man. He has come to professional golf through a successful college career rather than the shadow of his contemporary, Bob Clampett, but his start in the paid ranks could hardly be improved on. He would have been starting his season in July, to have earned \$8,000 and thus to have won his players card in United States, but instead he has earned something like \$70,000 and missed making the top 60 after 11 tournaments only by the length of a 10-foot putt on the last green of his last tournament. In addition to finishing second in that event, he has now finished three times in the top five in his first short season.

He had no fears being paired with Trevino. Already he has matched shots with the top professional. He is staying in Europe where his two Swedish parents were born, to play in a tournament in Barcelona along with Trevino, Lyle and Balgorsen. Later goes to Nimes to defend his title in the European under-25 tournament. He has been playing well, but that is hardly likely to herald a new era of victories.

From all square after 11, she went two down after 13 and was still two down after 14. The 14th hole was matched by her opponent. The 16th was at her mercy when Miss Walker, having rough and ready woods, buried her third shot, a four wood, into the jungle near the green. The tactical situation cried out for two relatively safe iron shots to the green and a winning five, and Miss Ehrnlund subsequently agreed.

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## Miss Walker prevents another setback

By John Hennings

Michelle Walker of Kent goes to Japan shortly to take issue again with the American tour professionals fortified by her acquisition of a title, to say nothing of \$2,000. She won the British Ladies' Championship at Moor Park on Saturday. She beat Karsten Ehrnlund of Sweden by 3 and did nothing to diminish the American's triumph. The Osaka tournament, worth \$30,000, is the most valuable in the world, and she has been thinking of Bill Casper at Royal Lytham? that he rec-

In this country in 1979, but two matches on Saturday repaired that omission.

Friday was in retrospect a severe test for her. In the second round of the championship, sponsored by "Lambert and Butler," she had won by holding an improbable putt from an improbable distance on the 21st. In the third round she had to putt back from two down after 12 holes. On Saturday she won her semi-final by 4 and 2, and was never down in the final 18 holes. The match was a close one, with Miss Walker leading 1-0, 2-1, 3-2, 4-3, 5-4, 6-5, 7-6, 8-7, 9-8, 10-9, 11-10, 12-11, 13-12, 14-13, 15-14, 16-15, 17-16, 18-17, 19-18, 20-19, 21-20, 22-21, 23-22, 24-23, 25-24, 26-25, 27-26, 28-27, 29-28, 30-29, 31-30, 32-31, 33-32, 34-33, 35-34, 36-35, 37-36, 38-37, 39-38, 40-39, 41-40, 42-41, 43-42, 44-43, 45-44, 46-45, 47-46, 48-47, 49-48, 50-49, 51-50, 52-51, 53-52, 54-53, 55-54, 56-55, 57-56, 58-57, 59-58, 60-59, 61-60, 62-61, 63-62, 64-63, 65-64, 66-65, 67-66, 68-67, 69-68, 70-69, 71-70, 72-71, 73-72, 74-73, 75-74, 76-75, 77-76, 78-77, 79-78, 80-79, 81-80, 82-81, 83-82, 84-83, 85-84, 86-85, 87-86, 88-87, 89-88, 90-89, 91-90, 92-91, 93-92, 94-93, 95-94, 96-95, 97-96, 98-97, 99-98, 100-99, 101-100, 102-101, 103-102, 104-103, 105-104, 106-105, 107-106, 108-107, 109-108, 110-109, 111-110, 112-111, 113-112, 114-113, 115-114, 116-115, 117-116, 118-117, 119-118, 120-119, 121-120, 122-121, 123-122, 124-123, 125-124, 126-125, 127-126, 128-127, 129-128, 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796-795, 797-796, 798-797, 799-798, 800-799, 801-800, 802-801, 803-802, 804-803, 805-804, 806-805, 807-806, 808-807, 809-808, 810-809, 811-810, 812-811, 813-812, 814-813, 815-814, 816-815, 817-816, 818-817, 819-818, 820-819, 821-820, 822-821, 823-822, 824-823, 825-824, 826-825, 827-826, 828-827, 829-828, 830-829, 831-830, 832-831, 833-832, 834-833, 835-834, 836-835, 837-836, 838-837, 839-838, 840-839, 841-840, 842-841, 843-842, 844-843, 845-844, 846-845, 847-846, 848-847, 849-848, 850-849, 851-850, 852-851, 853-852, 854-853, 855-854, 856-855, 857-856, 858-857, 859-858, 860-859, 861-860, 862-861, 863-862, 864-863, 865-864, 866-865, 867-866, 868-867, 869-868, 870-869, 871-870, 872-871, 873-872, 874-873, 875-874, 876-875, 877-876, 878-877, 879-878, 880-879, 881-880, 882-881, 883-882, 884-883, 885-884, 886-885, 887-886, 888-887, 889-888, 890-889, 891-890, 892-891, 893-892, 894-893, 895-894, 896-895, 897-896, 898-897, 899-898, 900-899, 901-900, 902-901, 903-902, 904-903, 905-904, 906-905, 907-906, 908-907, 909-908, 910-909, 911-910, 912-911, 913-912, 914-913, 915-914, 916-915, 917-916, 918-917, 919-918, 920-919, 921-920, 922-921, 923-922, 924-923, 925-924, 926-925, 927-926, 928-927, 929-928, 930-929, 931-930, 932-931, 933-932, 934-933, 935-934, 936-935, 937-936, 938-937, 939-938, 940-939, 941-940, 942-941, 943-942, 944-943, 945-944, 946-945, 947-946, 948-947, 949-948, 950-949, 951-950, 952-951, 953-952, 954-953, 955-954, 956-955, 957-956, 958-957, 959-958, 960-959, 961-960, 962-961, 963-962, 964-963, 965-964, 966-965, 967-966, 968-967, 969-968, 970-969, 971-970, 972-971, 973-972, 974-973, 975-974, 976-975, 977-976, 978-977, 979-978, 980-979, 981-980, 982-981, 983-982, 984-983, 985-984, 986-985, 987-986, 988-987, 989-988, 990-989, 991-990, 992-991, 993-992, 994-993, 995-994, 996-995, 997-996, 998-997, 999-998, 1000-999, 1001-1000, 1002-1001, 1003-1002, 1004-1003, 1005-1004, 1006-1005, 1007-1006, 1008-1007, 1009-1008, 1010-1009, 1011-1010, 1012-1011, 1013-1012, 1014-1013, 1015-1014, 1016-1015, 1017-1016, 1018-1017, 1019-1018, 1020-1019, 1021-1020, 1022-1021, 1023-1022, 1024-1023, 1025-1024, 1026-1025, 1027-1026, 1028-1027, 1029-1028, 1030-1029, 1031-1030, 1032-1031, 1033-1032, 1034-1033, 1035-1034, 1036-1035, 1037-1036, 1038-1037, 1039-1038, 1040-1039, 1041-1040, 1042-1041, 1043-1042, 1044-1043, 1045-1044, 1046-1045, 1047-1046, 1048-1047, 1049-1048, 1050-1049, 1051-1050, 1052-1051, 1053-1052, 1054-1053, 1055-1054, 1056-1055, 1057-1056, 1058-1057, 1059-1058, 1060-1059, 1061-1060, 1062-1061, 1063-1062, 1064-1063, 1065-1064, 1066-1065, 1067-1066, 1068-1067, 1069-1068, 1070-1069, 1071-1070, 1072-1071, 1073-1072, 1074-1073, 1075-1074, 1076-1075, 1077-1076, 1078-1077, 1079-1078, 1080-1079, 1081-1080, 1082-1081, 1083-1082, 1084-1083, 1085-1084, 1086-1085, 1087-1086, 1088-1087, 1089-1088, 1090-1089, 1091-1090, 1092-1091, 1093-1092, 1094-1093, 1095-1094, 1096-1095, 1097-1096, 1098-1097, 1099-1098, 1100-1099, 1101-1100, 1102-1101, 1103-1102, 1104-1103, 1105-1104, 1106-1105, 1107-1106, 1108-1107, 1109-1108, 1110-1109, 1111-1110, 1112-1111, 1113-1112, 1114-1113, 1115-1114, 1116-1115, 1117-1116, 1118-1117, 1119-1118, 1120-1119, 1121-1120, 1122-1121, 1123-1122, 1124-1123, 1125-1124, 1126-1125, 1127-1126, 1128-1127, 1129-1128, 1130-1129, 1131-1130, 1132-1131, 1133-1132, 1134-1133, 1135-1134, 1136-1135, 1137-1136, 1138-1137, 1139-1138, 1140-1139, 1141-1140, 1142-1141, 1143-1142, 1144-1143, 1145-1144, 1146-1145, 1147-1146, 1148-1147, 1149-1148, 1150-1149, 1151-1150, 1152-1151, 1153-1152, 1154-1153, 1155-1154, 1156-1155, 1157-1156, 1158-1157, 1159-1158, 1160-1159, 1161-1160, 1162-1161, 1163-1162, 1164-1163, 1165-1164, 1166-1165, 1167-1166, 1168-11



## Rugby Union

**By Peter West,**  
**Rugby Correspondent**

# predictions

By Keith Macklin  
6.45 a.m. on 14 New Zealand  
The predictions of the Great Britain and New Zealand managers came true, the New Zealanders won the first Test by a margin almost right and a thrilling 14-14 draw at Wigan gave the three-match international series a perfect 3-0 record. The drama climaxed to the match, with Gordon Smith, sixth choice New Zealander, kicked the winning try, and the victory was rounded off a taut and fluctuating battle, even if Smith's fourth score, a casual kick, was the first of his.

For the first time, the first half was a period of tension, his last minute after Great Britain were awarded a penalty near halfway for a scrum infringement. It was a crucial decision, but his kick at goal fell wide.

The British manager Colin Burton owed his team to ignore the three Tour defeats prior to the international. His opposite number, Joe Hinton, had criticised his side and an international-style display. Both statements were justified, the Brits.

The first half was greatly heartened before the game by a telegram from the All Blacks at Cardiff wishing them success.

It was a message that was not one which makes British attitudes between the codes seem even more arid and unrealistic than they are. It was greeted with an enthusiastic start too enthusiastic perhaps, as the first scrum exploded into a series of collisions.

It was a scrum that was the first reference. Billy Thompson, last season's escapee from a French supporters' lynch mob, let it come off with a scrum, and the captain, Fairbairn and Graham.

The sides settled down to play a scrum, and after Fairbairn had been sent off, the British scored two splendid tries in six minutes, both simply converted by Smith. Ah Kiu O got the first try, and the second from Graham.

**of Richmond**  
**by Gordon Allan**

By David Hands  
England Students 3

By Tom Coonan  
 Executive Director

survive. After Campbell and Constantin kicked penalties within

Gerulaitis was the first provoked into comment: "two balls were out there," he shouted after

broken the third successive service break and led 4-2 before winning the set. The turning point in the

and Mike Smith scored. Fairbairn's fourth goal appeared to

[illegible]

able gain. Crowe, an Australian international wing, is due next month and in reserve

Barroughs 7; Keno 9; Gordonline 3; King's, Rochester 3; Dover 18;  
24, Langholm 3; Kilmarnock 3; Gals 3; King's, Worcester 16; Bishop Vesey's  
13; Stewarts/Mal FP 6; Heston's FP 7;  
Stewart 10; Mather 2; Wilm 2;  
3; Laying Upper 6; Gummersby 0;

England's captain, Beaumont, desires a pack in which Sydall and Connor are powerful support.

Mary's College: M. P. Fitzpatrick  
(Wanderers), M. I. Kerne (Lans-  
downe), E. O. Foley (Shannon). C.

looking return beyond the baseline, an error which punctuated

Final: J. Connors (US), 6-2, 6-4, beat E. Tellesch (Austria) and J. Filio (Chile) in the final. Stefanek (US) and A. Kishimoto (Japan) lost in the quarterfinals.

outstanding half back, Holding, with a head injury after they had led for most of the game.

[illegible]

Sydney Friskin  
dieser 5 Surrey 2

the close marking of Kulbir. -  
Indeed it was Surrey who scored

he invitation event 3-0 last weekend, which - all the more

The Hague, Oct 18.—Hungary, the top seeds, beat the Netherlands 3-0 in the final of the

18-21, 12-21, 16-21: M. Plum  
WG. boat I. McLean (Scotland)  
21-7, 21-9, 21-13: P. Swier  
WG. boat W. Eichel (Scot-)

### By Our Hackets Correspondent

Smith first, and then Gracey each making service runs of eight. Harrow lost both hands for one.

The Toorbridge won the second point in the attacking play in the rallies. This returning of service by all four men was improved considerably. Toorbridge then scored a marginal point and that of course was the beginning of the end though in both the fourth and sixth games Toorbridge were 1-40 and 2-22 respectively, they recovered and at 11-11 in the sixth game Toorbridge were in hand twice and the prospect of a final game was there. Preann ended that with two

**RESULTS:** Quarter-final rounds: Elton (A. G. Benson and A. N. W. Cooper) beat Chatterhouse 15-10; Toorbridge (A. G. Benson and A. N. W. Cooper) beat 15-10; Semi-final rounds: H. A. Preann (A. G. Benson and A. N. W. Cooper) beat Winchester 15-10; Toorbridge (A. G. Benson and A. N. W. Cooper) beat Winchester 15-10; Final: Toorbridge (A. G. Benson and A. N. W. Cooper) beat Winchester 15-10.

**Today's football!!**

Kick-off 7.30

**THIRD DIVISION:**

**FOURTH DIVISION:** Southend United (A. G. Benson and A. N. W. Cooper) beat 15-10; Toorbridge (A. G. Benson and A. N. W. Cooper) beat 15-10.

**FIFTH DIVISION:**

**SIXTH DIVISION:**

**SEVENTH DIVISION:**

**EIGHTH DIVISION:**

**NINTH DIVISION:**

**TENTH DIVISION:**

**ELEVENTH DIVISION:**

**Twelfth Division:**

**Thirteenth Division:**

**Fourteenth Division:**

**Fifteenth Division:**

**Sixteenth Division:**

**Seventeenth Division:**

**Eighteenth Division:**

**Nineteenth Division:**

**Twentieth Division:**

**Twenty-first Division:**

**Twenty-second Division:**

**Twenty-third Division:**

**Twenty-fourth Division:**

**Twenty-fifth Division:**

**Twenty-sixth Division:**

**Twenty-seventh Division:**

**Twenty-eighth Division:**

**Twenty-ninth Division:**

**Thirtieth Division:**

**Thirty-first Division:**

**Thirty-second Division:**

**Thirty-third Division:**

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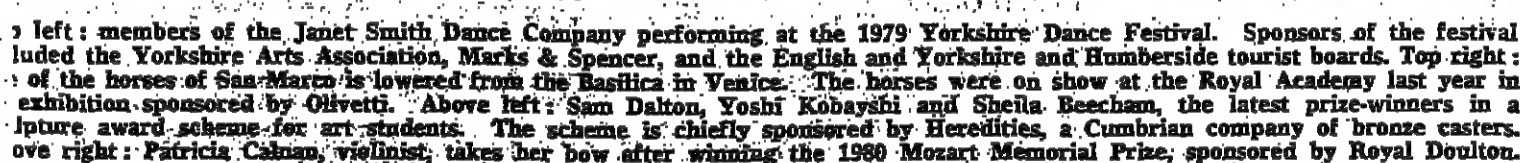




## Quid pro quo replaces charity

**John Higgins**  
Arts Editor

Perhaps fifty years from now the success of our sponsorship will become apparent and a similar announcement will appear signed by tomorrow's Handels, Gainsboroughs and Shakespeares.



performing arts organizations claimed to have sought business sponsorship, and the majority gained something from the exercise.

Building a sponsorship network can take up to three years. Its success will largely depend on the ability to make personal contacts and interest businesses in a product.

More than 80 per cent of all performing arts bodies indicated that more help was needed in obtaining sponsorship. This suggests that existing facilities might be reviewed and expanded.

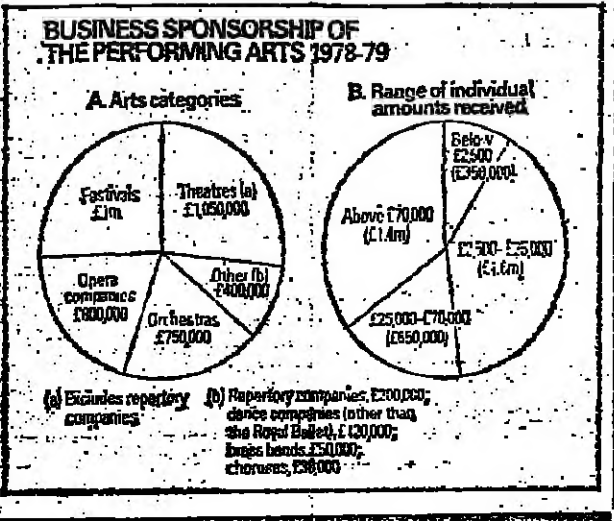
Last, arts organizations should have no fear that commercial and industry will infringe on their artistic license. About 90 per cent of all respondents answered "no" when asked if a sponsor or potential sponsor ever attempted to influence their artistic policy. The remaining 10 per cent indicated that for the most part, discussions were friendly and constructive.

If the performing arts are to survive in the present economic climate, they must sell their products not only to potential customers, but also to potential sponsors.

Sponsorship is a marketing philosophy which can be of assistance to both the arts and to business.

There is no reason why the two should not live happily together. There is much to be gained and nothing, in the way of artistic integrity, to be lost. But sponsorship must be energetically sought. The building of a network of personal contacts should be viewed as a long-term investment. The rule must be, "and you shall be given".

**Henry A. Goldberg**  
Lecturer, School of  
Management Studies,  
Polytechnic of Central  
London





# Minister takes on role of fund raiser

Office of Arts and Libraries "So there should not be  
to the public strolling by— any such thing as Socialist  
but then this is primarily or Conservative arts

freedom: and, second, that it is right to go with the

**Kenneth Gosling**  
Arts Reporter

# Carmen's factory should remain a fiction

## Self-help



# HARVEYS

## and the arts



# Commercial Union's programme for music lovers


# A season of Sponsorship

- Cantilena tour of South America* ■  
*The Bath Festival* ■  
*The City of London Festival* ■  
*The International Festival* ■  
*of Youth Orchestras*  
*The Elgar Festival* ■  
*Festival of Flowers* ■  
*\*Glyndebourne Festival Opera* ■  
*\*first-time sponsorship*


**We care about the things you care about.**

## Self-help is AIM

**Richard Sachs**




**Getting bigger by being better**



# Herring Son & Daw

**Music**

**in association with  
The National Trust**



## Celebrity Concerts 1981

---

Sun. Jan. 4 CLANDON PARK - GUILDFORD, SURREY  
ANDRE PREVIN (PIANO); MUSIKVEREIN QUARTET

Sat. March 7 THE VYNE - HAMPSHIRE NIKITA MACALOFF - PIANO

Sun. April 25 DYREHM PARK - WILTSHIRE  
GABRIEL STRING QUARTET - WITH A GUEST SPEAKER

Sat. June 13 BENINGEROUCH HALL - YORKS  
PAUK/KIRSCHBAUM/FRANKL TRIO

Sun. Sept 20 CLEVELDEN - BERKSHIRE ARTIST TO BE ANNOUNCED

Sat. Oct. 31 PENTWORTH HOUSE - SUSSEX  
ALFRED BRENDL - PIANO

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BY POST BOOKINGS:

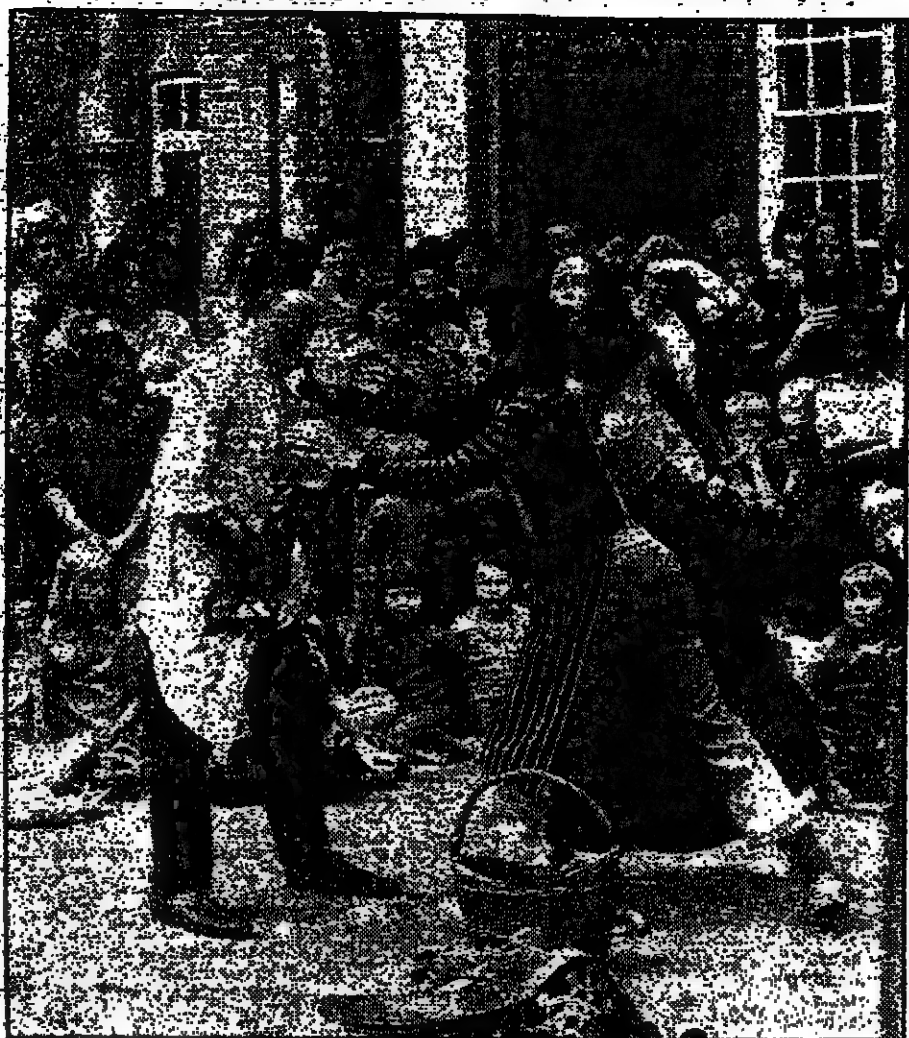
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01-734 8155



THE SPONSORED ARTS

# A big thriving centre at South Hill



It may be because of an doing it, Mr. Henderson said. "You'll never have imagined the outskirts of Bracknell, in Berkshire, to be the location of a big thriving arts centre. But how wrong it would have been. The South Hill Arts Centre, in a large and imposing Georgian mansion with 15 acres of ground, is one of the most progressive and adventurous projects of its kind I have seen.

Its activities include music—symphony orchestra, chamber music, jazz and folk; spinning and weaving; pottery; all the visual arts including screen printing, photography, and films; theatrical production and literature.

South Hill has a writer-in-residence, even a musical instrument maker-in-residence, who is building a harpsichord with the help of money given by Bentalls. Before joining South Hill as its director, Mr. Henderson was general manager of the Philharmonic Society and artistic director of the York and Portsmouth Festivals.

The centre has a great deal of support from local industry. "Firms are beginning to come to the spot," he says, "and other companies are

# Getting it right

Altruism is all very fine, but sponsorship is not totally altruistic and, in a world governed largely by business interests, it would be well to examine its commercial value.

Mr. Luke Ritter, director of the Association for Business Sponsorship of the Arts, straddles the fence and is, therefore, well qualified to explain the benefits of sponsorship to the business community.

"There are not many businessmen," he said to me, "who embark on art sponsorship to sell more of anything. Ultimately, that is what they are in business for, but their underlying motive tends to be corporate promotion rather than commodity advertising."

Under this umbrella there are many desirable aims: employee relations, customer relations, local and central government relations and finally there is corporate or company hospitality and entertaining.

"Many companies ask us about art sponsorship. We tell them as much as we can and then comes the question: 'Do you think it's right for us?' If they are trying to sell bubble gum, we will clearly not suggest that they support something as Cavenham Garden, because the market would be totally wrong. One has to be realistic and there are occasions when we say to a company: 'We do not think the arts are the right vehicle for you.' I say that to show that ABSA is not here simply to raise money for the arts, come what may."

"The interest of the sponsor is our first priority. Let me give you some examples of how well sponsorship can match the sponsor. Take the case of Bryant & May's sponsored new production of *The Matchmaker* staged by the Cambridge Theatre Company in 1978. For the obvious reasons that worked extremely well, it was the public relations man's dream come true.

"Another recent case has been the sponsorship by Herring, Son & Daw, a firm of valuers and estate agents, of a series of concerts in beautiful National Trust properties. There is a natural link here.

"Or take the case of Crown Wellcoverings' sponsorship of the visual arts. I think this matching of sponsorship is enormously important and part of a commercial operation rather than an exercise in patronage. I do not denigrate patronage, but it is something different. It is a one-way operation where the patron is giving something for nothing in return, except for the satisfaction of having done so."

ABSA was set up four years ago by some 40 companies, including B&M, Imperial Tobacco, Mars, and Spencer and Commercial Union. Lord Goodman, chairman of ABSA's advisory council since 1977, was present at the inaugural meeting and is chairing ABSA's two-day conference opening today at Leeds Castle, in Kent, on corporate sponsorship of the arts.

Speakers at the conference will include Mr. Edmund Dell, chairman of the fourth annual consultative panel; Mr. George Howard, chairman of the BBC; Sir Roy Shaw, secretary general of the Arts Council; Mr. Frank Samdars, senior vice-president, Philip Morris; Mr. Philip Chappell, managing director, International Computers; Mr. Brian McMaster, general administrator, National Opera; Mr. Jack Emery, associate director, the Old Vic Company; and Mr. Colin Shaw, chairman of television, Independent Broadcasting Authority.

The association's main object is to encourage companies in the private sector to sponsor the arts and look after the interests of companies involved in such sponsorship. Companies are encouraged to sponsor not because it is something they should be doing for the good of their souls, but because there are occasions when it makes sound business sense.

The association is really a kind of trade association, created to look after the interests of its members, all of whom are either interested in, or involved in, sponsorship of the arts. There is a subtle distinction here; not every member is necessarily a sponsor.

Some who believe in the general principle of sponsorship, but do not actually sponsor anything themselves, join the association to help to promote its aims. "Faced with a request from the arts," Mr. Ritter says, "many business people put it straight to their charity committee. That body may already be committed to cancer research, starving children and so on and the arts are probably going to come at the bottom of their list of priorities. We advise them instead to put it to their marketing people or their marketing people if they can justify it in commercial terms. The firm should do it because it is going to be mutually beneficial."

"Most public relations consultants handling sponsorship tend to be top heavy either on the marketing-cum-public relations side or the artistic side, but it is very important to get the balance right."

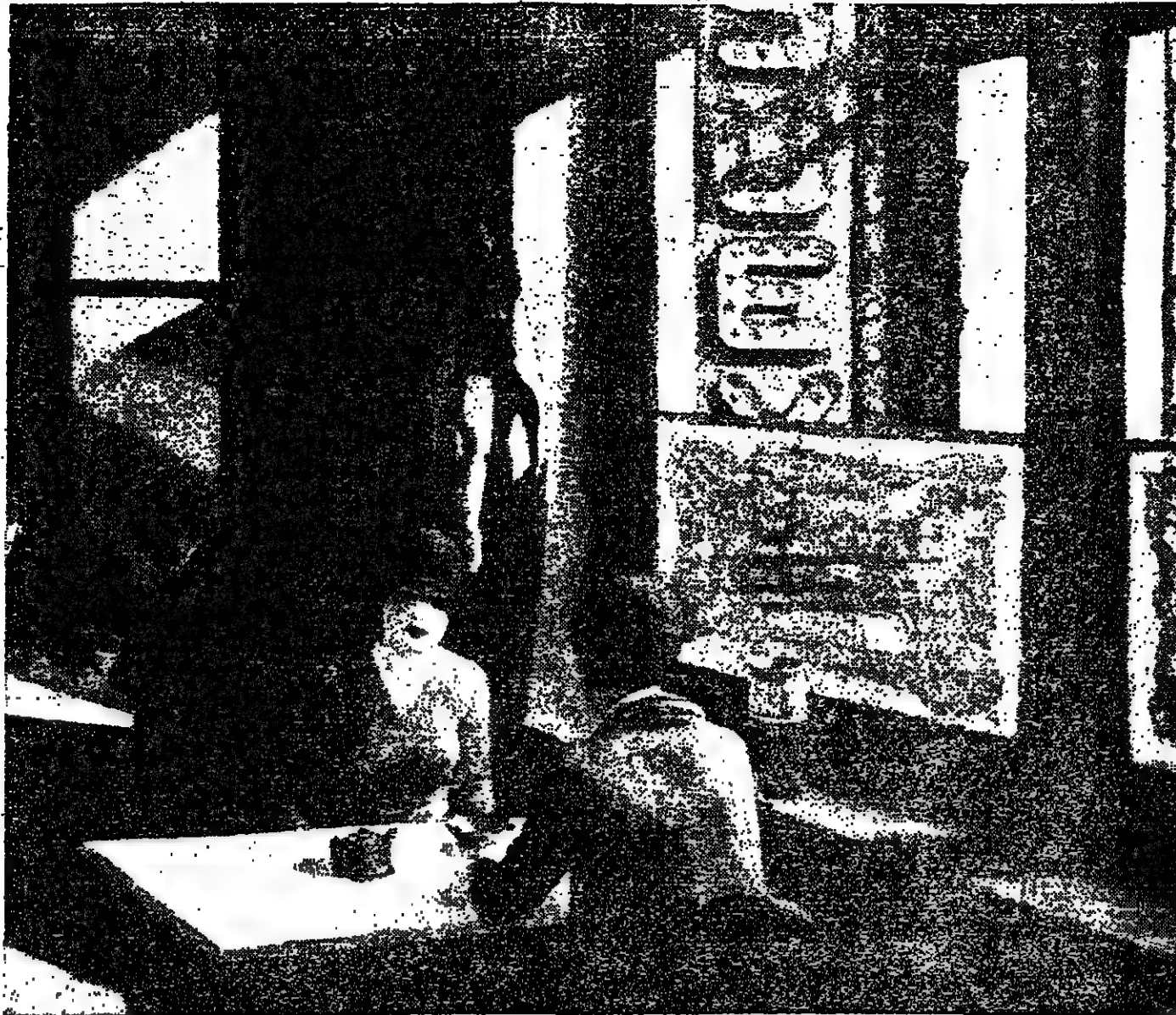
Mr. Sedgwick is a director of Marketing and the Arts, a subsidiary formed two years ago by two public relations consultants, Nielsen Sedgwick International and Carl Boyer & Associates. Among the "matches" arranged by his firm are sponsorship by

Braun Electric (UK) of a season of concerts by the Royal Choral Society and Royal Doulton's resurrection of the Mozart Memorial Prize for young instrumentalists and singers, presented earlier this month at the Queen Elizabeth Hall.

Marketing and the Arts also arranged recently for BAT Industries to sponsor a week's visit to Coventry and Wolverhampton, and for Yardley to fund a cheap ticket scheme for schoolchildren, at a total cost to the two companies of about £50,000.

"If sponsorship is to survive, it must be cost effective," Mr. Sedgwick said. "Most public relations consultants handling sponsorship tend to be top heavy either on the marketing-cum-public relations side or the artistic side, but it is very important to get the balance right."

R.S.



# See the ordinary made extraordinary

You're looking at just one of the works of the great American painter Edward Hopper—a man who looked at the ordinary and saw the extraordinary. He was the poet of the commonplace, of empty streets and "gas" stations, rooms and restaurants. He loved the bare bones of things. He loved doors and windows because they could let life and light in—or seal us off. And he knew—and made us see—that every fleeting moment, however ordinary, is charged with extraordinary meaning and possibility. That's one reason we sponsored "Edward Hopper: The Art and the Artist" and why we hope you'll see it. In our business, as in yours, we need to be reminded that the material of greatness is all around us if we have the courage to strip it bare and see its meaning. And that all we need is individual imagination, individual creativeness, individual innovativeness. Sponsorship of art that reminds us of these things is not patronage—it's a business and human necessity.

# at the Hayward

The Hayward Gallery, London, February 11 to March 29, 1981  
Presented by the Arts Council of Great Britain  
Organised by The Whitney Museum of American Art and  
Supported by the National Endowment for the Arts and

## Philip Morris Incorporated

It takes art to make a company great.

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We can offer you a range of sponsorship opportunities which can bring you publicity and products before a unique audience in a way that is not possible through other channels.

- Corporate Sponsorship of New Productions
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- Programme Advertising and many more...

## National Opera

We guarantee that we will provide benefits to your company and products which are far-reaching and specific. Opportunities for exclusive sponsorship and advertising to a wide section of the community are extensive. It is impossible within the constraints of this advertisement to give you the full picture. We would be delighted to present to you in detail the scope and scale of our enterprise and also welcome you to a performance of one of the 17 operas being staged at the London Coliseum between now and the end of May 1981.

Please contact: Helen Sykes on 01-836 8111 Ext. 133 for further details.

The advertisement has been prepared by the N.O. COMMUNICATION

ENTRANCE MUSIC is the Company which provides the musical accompaniment for the National Opera. Further details of our services and charges can be obtained by writing to us at the above address or by telephone on 01-836 8111. We are a limited liability company registered in England. Our registered office is at 10, Abchurch Lane, London EC4N 3DF. Our company number is 1042772.





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The Poetry Book Society, founded in 1954 by the Arts Council, is run as a book club, a panel choosing four volumes a year, buying 1,000 copies of each from

The \$4m spent annually on the arts by business and industry is a drop in the sponsorship ocean by comparison with the \$53m to be spent this year by the Arts Council. In each case, moreover, there are vast differences in the sums granted to individual concerns.

Du Maurier, for instance, at the top end of the business sponsors, is supporting the Philharmonia Orchestra

Historic connections there, for those fostering a closer association between poetry and the modern equivalent of a drop of sack.

started imperceptibly seeking sponsorship only in the past couple of years, and also because theatre companies may be smaller than the rich metropolitan centres.

Few theatres find it easy to attract sponsors and most regard such money as icing on the cake, but more and more are making it a priority. Theatres are pitching proper briefs for the first time; others are establishing sponsorship and corporate funding committees; more are turning solely to the public sector.

It could hardly be picked a worse time to press ahead with such plans. As the Derby Playhouse put it: "We seem to be in a Catch 22 situation. The Government is saying that the arts are in a desperate situation so we cannot rely on public subsidy, but because of the economic situation, people

Playhouse would not let its sponsors become too dependent on one source of income, and it is anonymous. But the bulk of regarding sponsors' an 'arm of markets' demonstrated by the ordinary success of the VIC.

Depending on sponsors for its survival, the Orla has been determined efforts. With the help of famous name, coupled the belief that sponsors receive a real return on their money, it has raised £144,000 in the last 56 weeks. It has raised £15,000 and is aiming to find £250,000.

Mr. Jack Emery, arts director at the theatre, says: "This year they expect to raise 37.5 per cent of their income from the arts. That could well be higher percentage of arts organisation in England. Their efforts include

**Mozart Symphony No. 24**  
**Schubert Symphony No. 6**  
**Beethoven Piano Concerto No. 5 (Empe**

ship. A healthy programme overseas could also increase funds available for sponsorship.

On the value of exporting British arts, which are today commanding more international respect and admiration, the council says: "They represent a precious asset of which we should make the

most. They are a source of pride and pleasure to all of us living in 30 countries working closely with British regions and its own special arts committees to guarantee the development of the arts and the suitability of international exchange between our country or region."

The council is now considering how it might play a more active role in business sponsorship.

For a full list of exciting theatre offers, visit our website: [www.glaa.org.uk](http://www.glaa.org.uk)

**£10,000 for Young Musicians** Code of Practice for Concert tours by London orchestras support the Association of Visual Artists

**£5,000 for Choreographic awards to Dancers**

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A capital fund, or assistance in kind, to establish companies for Art Information Bureau for Greater London

If you have interested you thus far, would you be tag to meet with us? Will you please Mr. David Pral Director of the Greater London Arts Association, box 4231. Or write to me personally at our offices.

**Greater London Arts Association**  
*keeping London's arts alive*

**25/31 Tavistock Pl**  
**London WC1H**

[illegible]

These concerts are sponsored by the House of du Mezier and presented by Phonamonia Limited with financial assistance from the London Orchestral Concert Board representing the Association of Great Britain and the Greater London Council.

**Kenneth Gosling**



When business pays the piper, who calls the tune? Sam Heppner reports



Let's define our terms," said Joanna Brandon, director of St John's Smith Square, which was at one time a church but is now firmly established as one of London's leading concert halls. "We always understood that to sponsor is to underwrite or guarantee against loss or offering. This is something we should welcome greatly because we need £75,000 for new stage and lighting. Many of our concerts are put on at an inevitable loss: we have to pay musicians Union rates, and even with a full house we won't recoup our costs. Two years ago, when we celebrated our 250th anniversary with a 10-day series of concerts, BAT Industries underwrote two of the concerts and the London took care of the rest. That was sponsorship, one kind, an example of the other kind was when ICI gave us £5,000 for a concert at which we £4,000 and then £10,000. Keep the change. "Sponsorship is not central to art. Art would thrive without it, but it is enormous help."

The declared aims of the International Festival of Young Orchestras and Performing Arts (IFYO) are "to bring together with a common cultural purpose, youth from different countries, varying socio-economic backgrounds, different religions, races and colours, and with varied political ideologies... with music and the performing arts as the common interest and motivation."

Mrs Joy Bryer, IFYO's founder and secretary, said: "A lot of people have the wrong idea about sponsorship. Because it originated with sport, they think that every sponsor wants to see his name on television or in newspapers. People think maybe we play Viennese waltzes only because the sponsor cannot take Mahler. Perhaps some sponsors apply pressure, but it has never happened with us."

"IFYO tends to come at the bottom of the sponsorship list because of a feeling that things like Shakespeare plays, Covent Garden and the famous orchestras must have priority. But there are some very good examples of sponsorship on a smaller scale. Thanks to an Aberdeen businessman, a gifted young Polish pianist has just arrived to study at one of our academies, and two young violinists from Soweto are coming over for lessons at Dartington. This will cost £5,000 for each student. We found the money by approaching 200 businesses with interests in South Africa."

Mrs Bryer's organization is also responsible for the European Community Youth Orchestra. IBM (Europe) has supported it this year alone to the extent of \$318,000.

It costs £12,000 a week to show pictures at the Royal Academy to a million people a year. The academy has no government grant. Sponsorship is therefore essential to its survival. According to the President, Sir Hugh Casson, "we would never get our costs back in gate money alone."

The Friends of the Royal Academy, who pay £10 a year, already number 25,000 and Sir Hugh would like to see even more. However, as Friends are entitled to free admission to the gallery and to bring a companion—often as they like, the type of sponsor who guarantees an exhibition against loss is apt to look a little askance at an increase in their number.

"Think what it means for a sponsor to have the use of this gallery," Sir Hugh said. "He can entertain his staff or give a great dinner party in this large, beautiful room."

"Yes, we have had our minor arguments with sponsors about the design of posters, the size of lettering for credits and so on, but everything has always been settled amicably, in a spirit of give and take."

George Christie, chairman of Glyndebourne Productions, regards sponsorship as "an indispensable part of the business of the performing arts, particularly in the sphere of private enterprise. It covers 10 to 15 per cent of our costs. That may not seem very much, yet take it away and we should find ourselves £100,000 or £150,000 light."

But, according to Mr Christie, there must be complete integrity on both sides. He told me of a potential sponsor who laid down the condition that Glyndebourne should perform a certain opera of his choice and engage a particular conductor for the occasion.

"It was not on," Mr Christie said. "We could not accept that kind of dictation. Besides, it would have upset our existing team of conductors."

Martyn Gelf, director of the National Book League, claims that, for a comparatively modest investment, those who award literary prizes do extremely well in terms of the resulting publicity. He notes with satisfaction that the media generally feel no compulsion to veto references to the commercial organizations behind these awards. "It is difficult to see how they could. After all, the Booker prize is the Booker prize and nothing else."

The literary world has its own brand of sponsorship. Prizes and awards are given by several organizations, including W. H. Smith, Thomas Cook, Lloyds Bank and the Woolwich Equitable Building Society.

Probably the most famous is the £10,000 Booker McConnell Prize for Fiction. Set up in 1963 and administered since then by the National Book League, the prize was originally sponsored jointly by Booker McConnell and the Publishers Association; the latter withdrew in 1974, and sponsorship is now the sole responsibility of the food and engineering group. The winner of this year's prize will be announced tomorrow evening: the odds are on either Anthony Burgess, for *Earthly Powers* or William Golding for *Rites of Passage*.

Mr Gelf, who is a comparatively modest investment, those who award literary prizes do extremely well in terms of the resulting publicity. He notes with satisfaction that the media generally feel no compulsion to veto references to the commercial organizations behind these awards. "It is difficult to see how they could. After all, the Booker prize is the Booker prize and nothing else."

Michael Kaye, general manager of the Royal Festival Hall since last February and a former public relations director of Carreras, Rothman—he helped to create the Peter Stuyvesant Foundation in 1962—is aware of the dangers of sponsorship as well as its advantages.

"An orchestra which comes to depend on sponsorship may find itself suddenly bereft of funds when there is a change in the structure of the sponsoring company or a new chairman is appointed with different ideas," he said.

"As a rule, the sums involved in sponsorship are not large compared to those applied to the total marketing operation, but one has to consider the reaction of shareholders. If a company has just laid off, say, 2,000 of its employees, it is obliged to take a critical look at its sponsorship policy."

"Some organizations seeking sponsorship make the mistake of approaching companies with merely a bald request for cash. They are likely to be told that the company normally supports a string of other charities and there are no funds left. They would stand a much better chance if they sought support for a specific project: a festival, a scholarship, an overseas tour, or a series of Royal Festival Hall concerts such as the ones now being sponsored by Harvey's of Bristol."

Mr Kaye, who was managing director of the London Symphony Orchestra from 1976 to 1979, said that he had never known of a sponsor dictating the contents of an orchestral programme, or interfering in any way.

Sir Claus Moser, chairman of the Royal Opera House, believes that Covent Garden is Britain's biggest recipient of private funding. "We spend £13m a year," he says. "Five million pounds is taken at the box office, another £7m is provided by the Arts Council and about £500,000 comes from sponsors. I hope the scale of sponsorship increases and that there will be a change in the law making such contributions tax deductible as they are in America."

"Without government funding, Covent Garden would close down. But, in the private sector, sponsorship provides an opportunity for business to make its contribution to socially important activities. And I wish that local authorities were more enlightened. With the exception of the Greater London Council most of them are entirely Philistine."

"Without sponsorship, all new productions would stop. We would not be able to produce new works such as the operas of Sir Michael Tippett, all of which we have commissioned."

Paul Rogerson, general manager of the Chichester Festival Theatre, almost genuflects at the mention of Martini & Rossi, its sponsors. Like many beneficiaries, the Chichester Theatre happily discharges the obligation it feels it has to repay its sponsor's open-handedness. That is why the name Martini & Rossi appears in all its advertising.

But there are unpredictable hazards for a theatre management on the receiving end of sponsorship. When Joan Collins played the leading role in *The Last of Mrs Cheesey* at Chichester, she was also seen advertising Cusano on television commercials. Would Martini & Rossi mind? On the contrary, they were highly amused.

"I believe," Mr Rogerson said, "that, wherever possible, there should be some kind of link between a sponsor and his beneficiary. If, for example, we had staged a play by Daphne du Maurier or some of those in which her father, Gerald, played the leading role, we might have approached Du Maurier cigarettes with the idea. That is why it would be nice if we could persuade Paul Torreller to play something by a comparatively obscure Italian composer, Giovanni Battista Martini."

As Dr Roy Strong, director of the Victoria and Albert Museum sees it, sponsorship tends to mean the support of the performing arts. "Very little, if anything at all," he claims, "is done for museums. Companies will occasionally sponsor an exhibition at a gallery but that is all. I tried to find sponsors for an exhibition on Fabergé and another on court jewelry of the Renaissance, but couldn't. "Opera and ballet have stars, glamour, colour, and excitement, so they attract the money. Many businessmen have never been inside a museum. I prefer to look for overt patronage which is different—the sort of thing that Mobil do so magnificently for us when they design and print posters and those beautifully produced museum guides that we sell. "It is time the commercial world realized that something else is going on, besides the performing arts—something that is in retreat and under attack."



It took more than just talent to put this lot on stage.

At NatWest we've a gift for talent, which is probably why in the past three years we have sponsored and supported an increasingly large number of Arts presentations throughout the country. We've encouraged various entertainments from Theatre, Opera and Ballet Companies, Jazz

Bands and Choral societies. Productions that without our help might not have got off the ground. Which proves that at NatWest appreciation begins a long time before the applause.





# When theory collides with reality

## A diamond-shaped medallion, likely a seal or emblem, featuring a circular portrait of a man with a beard and a turban. The portrait is set against a dark background and is framed by a decorative border. The entire medallion is surrounded by a textured, dark border.

If the panels were derived from the same tree, it appears highly likely that they were fashioned by the same panel

**Holbein.**  
**Geraldine Norma**  
*Salcroom Correspondent*

This does not mean that projections of resumed expansion which come from the conventional economic models are not valid terms in which the strictly defined, nor that there is no solid evidence from the most recent monthly statistics of such an interruption.

...that, as the price in-  
accelerates to higher an-  
levels, we are forced to  
for higher and higher  
levels of unemployment.  
With that perspective  
in mind—and we shall  
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short-term forecasters  
trying to tell us that  
bound Jack is about to  
© Times Newspapers 15



So what would you c

Q. Of course we would get the First Amendment on press freedom first.

"Some hope," I said  
explain anyway.  
"It would introduce  
similar to that for ju.

in Britain. Nothing ex-  
or prejudicial could  
published about the elect-  
say, "three months  
polling day."

"Then how would the campaign be conducted?"

"It would be like a hearing. The candidate -

make statements and b  
on them by courtroom  
series. The whole  
thanks to television, v  
the jury. It could ha

"Would newspaper  
allowed to report th

Yes, but they can quote from the actual transcript. There could be no con-

interpretation. Think  
columns of newspaper th  
save for reports of re  
that actually happened)

Y. "As a journalist I could not possibly accept such restrictions," I said. But I stayed a night thinking about it.

when I looked at the  
next morning with its  
analysis of exactly  
President might have

when he said: "America's economic strength is based on economic freedom. It is foolish to think that Hilda [Hildegarde] is a thing after all."

Michael Ir

100

1990

*(continued)*

the predictable effects of government and Federal Reserve actions on the initial rise in the economic trends found in the conventional models.

More broadly, if we turn our heads out of the tunnel of the latest model forecasts and monthly indicators we

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the 1990s, the number of people in the world who are illiterate has increased from 1.2 billion to 1.5 billion. The number of illiterate people in the world is expected to reach 1.7 billion by the year 2015. The number of illiterate people in the world is expected to reach 1.7 billion by the year 2015.





## THIRD TERM FOR MR FRASER

Mr Fraser, the Australian Prime Minister, has had his majority trimmed, but the simplistic predictions of the opinion polls which in Australia are helped by compulsory voting even for "don't knows" have been falsified. Probably Mr Hayden and Mr Hawke were never deceived, though they naturally used the polls to rally Labour and woo those who like to vote the winning ticket. They know how unevenly the federal electorate often votes because circumstances and personalities vary widely from state to state. The federal parties are composites of the state parties, whose popularity, not to say reputations for efficiency and probity, vary greatly and even unpredictably. Broadly the Australian Labour party has made the expected gains in the industrial east but has failed to penetrate the western states and the rural electorates. The make-up of the new House of Representatives will probably better reflect the normal balance of Australia's conservative and radical preferences.

The question for Mr Hayden and Mr Hawke this week, when the final alignment emerges from the counting of second preferences, is whether in 1983 they can do a deal with the conservatives. A break through the conservative barriers with new ideas and a record of responsible and effective opposition, which means one that will not be torn

by personal vendettas. Their showing in Victoria suggests they could. Mr Hayden's lack of personal popularity has developed remarkably in the fight, but Mr Hawke's advent is expected to be the Labour performance in the House.

Mr Fraser can claim that the majority has endorsed his economic policies. Voters have shown they are angry about unemployment, but fearing inflation, are prepared to give the nasty monetarist medicine another three years to work. For the next three years, therefore, Mr Fraser and Mrs Thatcher will be putting to the final test that broad parcel of policies labelled monetarism, and unemployment will be the litmus test applied at the end of the period. Professor Friedman promised over the weekend that if these policies were persisted in, growth would re-start in a year or so. Australia, like Britain, must hope that he and his eminent pupils are right.

Australia has big advantages. The prospect of a Labour victory in the stock market, but now the foreign investors queuing to prospect Australia's vast potential and develop its resources under the favourable tax regime of the Liberal and Country Party coalition, will return in force. The richer in statistical terms seems certain. But in a mass democracy what matters is the distribution of wealth. The continued exodus of the protected manufacturing sector is producing much of the

unemployment which is prompting talk of the Commonwealth of Australia, egalitarian as in soul it is, becoming two nations, the rich and the poor. Yet Australia's overpopulated Asian neighbours are demanding a vote-freely with Mr Lee Kuan Yew in the lead, their cheap consumer goods, from cars to clothing, given full access to the Australian market, particularly by a government that says it backs free enterprise and more laissez-faire.

Mr Fraser, whose somewhat aloof and complacent line in the campaign has been criticised, has perhaps had a salutary shock. His strength is that he made no ill-considered promises, but he should not be lulled by his third victory. The Liberal Party and Country Party have been given a job to do and the victory does not confirm them simply as the natural party of government. The boom in development will yield them no dividends unless, like manure, it is well spread. A stronger opposition will be demanding this, and in the Senate they may even face a contingent veto if the third party, the Australian Democrats, hold the balance. They are pledged to fight for a cleaner public life. That is good. The election which has taught all the contenders a lesson leaves Australia's favourably placed—but the question is whether the quality of Australian politicians matches the opportunity.

## Life, death, and 'Panorama'

From the Head of Current Affairs Programmes, BBC Television

Sir, Professor Caine, in his letter of October 16 about brain death, accused *Panorama* of distortion, manipulation, bias and even wickedness and asserts that "an analysis of these matters is complicated and therefore unsuitable for treatment by peak-viewing television programmes devoted to entertainment and sensationalism".

Professor Caine, clearly misunderstands the purpose of *Panorama*. No one who has watched the programme regularly over the last 10 years could possibly describe it in those terms. Its principal task is to investigate and throw light upon matters of public concern and interest. I believe it has a public duty to do so.

It is also important to put on record that *Panorama* reported the facts as they were put to it and as fairly as possible. Some of these facts may have been disturbing; they were not distorted or manipulated.

All the criticism of British practices in defining and diagnosing brain death was put to it and answered by an eminent British neurosurgeon: hardly evidence of bias.

Brain death is clearly a complicated subject. This should not mean that the public is denied the opportunity to consider the argument and those who have professional concern about this matter—a matter of *Panorama*—a matter of life and death.

Yours faithfully,  
JOHN GAU,  
Head of Current Affairs  
Programmes, BBC Television,  
British Broadcasting Corporation,  
Lime Grove Studios,  
London, W1,  
October 17.

## Choosing a successor to Mr Callaghan

From Mr Bryan Magee, MP for Waltham Forest, Leyton (Labour)

Sir, Mr Callaghan's leadership of the Parliamentary Labour Party has taught some of us that it is not enough for the leader to hold the right views on political and constitutional questions: he must give a clear lead on them, and fight to uphold them inside as well as outside the party. Mr Callaghan failed to do this. His method was to let an unrepresentative minority within the party make the running in public debate while he slipped round quietly to the back room and tried to fix the votes against them; and at the fixing failed he either compromised or accepted defeat.

We need an entirely different kind of leadership from now on. The new leader, whoever he is, must lead from direction from outside bodies, a commitment to collective security and multilateral, not unilateral, disarmament; a commitment to a mixed economy in Britain, with enthusiastic support from the Government and the private as well as the public sector; a commitment to the freedom of the individual, and an unwillingness to sacrifice this trivially for advances in social equality; and a commitment to the rule of law.

In the Labour Party there is a minority which openly proclaims its disbelief in each of these things. The candidate who most convinces me that he will fight that minority and not appease it is the one who will get my vote for the leadership. (Incidentally, too, such a course

would not only be right in itself, it would also be popular in the country.)

Yours, etc.  
BRYAN MAGEE,  
House of Commons, SW1,  
October 17.

From Mr Keith Kyle

Sir, Mr Tony Banks reveals in his letter (October 17) exactly what is wrong with the quality and values of British public life. He fails to realize that his current diary entries completely give him away and condemn much of what is written about the unrepresentative nature of party activists.

A person who is prepared to devote on what I presume he intended to convey was a typical week's evenings on party political work is by that fact alone unfitted to speak as a normal member of society. Not only that, but it is basically undesirable in a democracy that major policies should be determined at the grassroots by people who so utterly exclude the claims of family, hobbies, and other professional and leisure pursuits.

I would not wish to carry this to excess. A conscientious citizen might well have a say, but diary entries a week on political matters, unless he is an MP or a councillor more seems by definition to indicate extreme (or, at any rate, unrepresentative) to an exceptional degree.

Mr Banks is so busy attending meetings that he has no time for television. That again is his privilege. But it accounts, I suggest, for his scorn at the appearance on the media of those who are not members of the Labour Party who are concerned with reaching the millions of people in this country who constitute public opinion and determine the results of elections.

Yours faithfully,  
KEITH KYLE,  
25 Oppidans Road, NW3.

## Discordant note in music contest

From Mr Stephen Tunnicliffe

Sir, As a lifelong music lover, and now both a "home" musician and teacher of future players, most of whom will undoubtedly remain amateurs though I hope not "passive music-lovers", may I protest most strongly at Mr Ian Hunter's appalling idea (October 15) of a nationwide contest for amateur groups and individuals?

One of the less desirable side-effects of Thatcherism seems to be this fanatical belief in the magical power of competition. How often must it be said that in the creative and re-creative arts, music in particular, the only true "competition" takes place within each individual participant? In my experience competitive festivals, especially those for children, encourage bad musicianship, the subordination of music to technique and set up false criteria for young musicians when they are at their most vulnerable.

Our house has seen many gatherings of musicians, young and old, professional and amateur, drawn together not by a desire to compete but by common love of music and music-making. Many of our musician friends have told us that it is this in particular that makes such occasions memorable—an escape, however short-lived, from the professional rat-race or the dreary routine of a full-time job.

The latter was exemplified well for me by the naive remark of an ardent competitor when someone named a fellow musician: "Oh yes, I've sung against her." God forbid that we should add yet another divisive element to the risk as proposed by Mr Hunter. It is my joy to be able to say, in a particular string player is mentioned: "Oh yes, I've made music with him (or her)."

The preparation of concert programmes for performance within the local area, the aim being to keep music alive within one's own community—provides more honest encouragement to amateur musicians than any radio or television-contest could do, however prestigiously promoted. Other musicians who risk as I do will make their opinions known and help to scotch Mr Hunter's scheme in its infancy.

Yours faithfully,  
STEPHEN TUNNICLIFFE,  
4 The Square,  
Clun,  
Craven Arms,  
Shropshire,  
October 15.

## Feminine brainpower

From Miss Irene Ray-Crosby

Sir, I should like to suggest an explanation for the lower proportion of firsts and thirds among women (Letters, October 2 and 11), which is not based on innate differences between men and women, but upon teaching methods.

While teaching male and female undergraduates it seemed to me that the men had been encouraged in school and in their colleges to be assertive, to argue and to think for themselves. It is especially true of the women who have been trained to absorb and reproduce conventional ideas which would get them a decent degree. After a term's encouragement the women were thinking as differently as their male counterparts.

It also seems likely from my experience that women's colleges will select candidates who will be solid, hard-working undergraduates, neither geniuses nor failures. When they no longer feel the need to play safe in order to justify their existence, perhaps their results will show more variety. The effects of increasing coeducation should also be interesting.

Yours faithfully,  
IRENE RAY-CROSBY,  
Stamford Street,  
Oxford,  
October 11.

## Presidents compared

From Mr John Crookshank

Sir, When comparing the Nixon and Johnson presidencies in your review (October 13) of Lord Longford's new book, Nixon, I am certain that you underestimate Johnson's attempts to end the Vietnam war, and overestimate Nixon's skill in pulling out of the military a long legacy of side effects behind him.

Many factors influenced the decisions taken at any time by each man, but it is too simple in 1980 to say that Johnson ended the Vietnam war... Nixon ended it.

Yours faithfully,  
JOHN CROOKSHANK,  
The Royal Automobile Club,  
69 Pall Mall, SW1,  
October 13.

## Express delivery

From Mr R. H. Stapleton

Sir, Earlier this year the Secretary of State for the Environment announced "instant" decisions could be made following public inquiry on planning appeals.

I am pleased to be able to report that the minister meant what he said. I have today received notice of the inspector's decision, made only three working days after the hearing.

Both my client's and my own pleasure at the speed of the decision was enhanced by the inspector's agreement with our case.

Yours faithfully,  
R. H. STAPLETON,  
Chartered Surveyor,  
Stiles Barton Ledger,  
6 Pavilion Buildings,  
Bathurst,  
Sussex,  
October 16.

## TELEVISION TO THE RESCUE

President Carter and Mr Reagan are after it to hold a televised debate of the election campaign. There has been one television debate already, but that was just between Mr Reagan and Mr Anderson because the President refused to take part if Mr Anderson did so. Now Mr Anderson's support in the polls has dropped well below the fifteen per cent, which has been regarded as the qualifying level for him as an independent candidate. So the stage is set for an event which may prove decisive in this election and may also be of some consequence for the future conduct of American presidential campaigns.

The television debates were of critical importance in President Kennedy's narrow victory over Mr Nixon in 1960. It was the first of three series which swung opinion. The way in which it did so should be a warning against any exaggerated claims for the capacity of the media to elevate the level of the campaign. Those who have heard the debate on radio tended to think that Mr Nixon had had the better of it. But the missed Mr Nixon's five o'clock shadow and the appearance of vitality which John Kennedy was able to convey, both of which so much impressed the viewers.

President Carter also won by only a small margin in 1976 and he too owed much to a television debate. That was the occasion on which Mr Ford made the extraordinary mistake of proclaiming that "there is no Soviet domination of eastern Europe", a statement which neither increased respect for his grasp of foreign affairs nor endeared him

to the Polish and other eastern European communities in the United States. It was hardly a substantial contribution to public discussion, but it was regarded as revealing of the man.

With the gap narrowing now between Mr Reagan and Mr Carter in the opinion polls, the television debate may once again tip the scales. This is more likely to come from one or the other making a foolish blunder than from any dazzling exercise of rhetoric or impressive command of the issues. But one should not be too dismissive of the art that the debates can play in making the campaign at least more serious than it would otherwise have been.

The recent campaign has been disappointing to a double sense. None of the three candidates has aroused much enthusiasm, or inspired much confidence. None of them looks well equipped to deal with the many problems that require effective political leadership at this time. To return the United States' sagging reputation in the outside world, the campaign has also been depressing for its failure to deal with serious issues in any depth. The sharpest controversy has been over whether the level of abuse directed by the President towards his principal opponent has been excessive. If Reagan has come across as more agreeable than many people had supposed without coming to be more thoughtful than those had suspected, Mr Anderson has been earnest, his campaign to make his voice heard very far, and every campaign ought also

to be an occasion when the country considers the problems it faces and the policies it might pursue. Hardly any campaign satisfies the purists on the second score: a democracy is not so reflective a body as they would wish. But the present American campaign is almost exclusively a horse race. The interest has centred almost entirely on who will win. It is difficult to think of any serious issue which is seen in a new light as a result of the exchanges.

This will not be changed overnight by a television debate. Much of the attention then may focus on incidents. But at least there will be every opportunity for serious issues to be raised. The candidates will be asked to explain their views on the substance of policy. Their comments then may lead to a spin-off discussion over the following days. So the debate stands some chance of improving the coinage of the campaign.

That is necessary now, and it will probably be needed in future elections because the dreariness of this campaign is not entirely an accident. Candidates are realizing increasingly that specific, positive statements may be hazardous in an age of instant communication in a country as various as the United States. Some potential supporter is always liable to be offended. So candidates need to be pressed on the issues. That may not happen with the debate, but it would certainly not happen without it. And without a debate this year, between the principal contenders the custom might well have lapsed for the future.

From Mr C. W. Koenigsberger

Sir, Professor Caine's emotional tirade (October 16) is no answer to the thesis advanced in the *Panorama* programme. Potential donors of organs are entitled to be satisfied that all existing medical resources are used in order to ensure that they are dead before the ventilator is turned off. Since, as Professor Caine admits, no one test is infallible, all tests must be done, including an EEG (electroencephalogram) and an angiogram. That, according to *Panorama*, is the law in Norway and in my opinion it is a good law.

Professor Caine may be right when he says that these tests cannot always be done because of inadequate resources. The conclusion is obvious. Although a patient may have to die because of inadequate resources his organs must not then be used.

Professor Caine may retort that this restriction will reduce the number of donors. There is no evidence that this will follow. Norway has the most stringent laws on organ donation, and also the highest proportion of donors. If potential donors feel there is no scintilla of a chance that they may be deprived of life they will be prepared to give what they no longer need.

Yours faithfully,  
C. W. KOENIGSBERGER,  
10 Old Square,  
Lincoln's Inn, WC2,  
October 17.

## Transcendent editing

From Sir Robert Lusty

Sir, As a governor of the BBC during almost the whole length of Sir Hugh Greene's reign as director general I would venture to raise two points in connection with your remarkable and impressive documentary, *Battles of Broadcasting* (BBC 2, October 11) which historians may well come to regard as illustrating public service broadcasting at the peak of its significance.

It is an old, private, debate which I conducted with Sir Hugh when he insisted time and again to the board that he was a "journalist". "You are an editor," I told him and it was in this capacity that I believed him to be, and still to have been, one of the most influential and important of all director generals of the corporation.

All editors are journalists; only the exceptional journalist can be an editor. This basic understanding seems to me still to be one of the most important of the proliferating media of our electronic insensitivities is to serve its most serious purposes. The editorial decision remains of transcendent importance.

Secondly, Sir Hugh failed, I think, as he has not previously done, to acknowledge at all the continuing support he received from his board of governors in carrying through his adventurous innovations. In this context it was a regrettable omission since an early claim made by Lord Hill, upon his arrival as chairman, was that he found the board of governors to be a cipher and was only spurred to consequence after he had taken command.

Yours faithfully,  
ROBERT LUSTY,  
The Old Silk Mill,  
Blockley,  
Moreton-in-Marsh,  
Gloucestershire,  
October 14.

## Soviet denial

From Mr Mike Ambrase

Sir, You gave prominence (October 8) to a report of Moscow embarrassed by report that Iran rejected aid offer.

Given your interest in the subject, it was surprising that you did not inform your readers of the Tass rejoinder (October 8). This stated clearly that "there have been no proposals from the Soviet side and Iran concerning arms deliveries and, consequently, the Iranian Premier had nothing to reject".

Yours sincerely,  
MIKE AMBRASE,  
Novost Press Agency,  
3 Rosary Gardens, SW7,  
October 9.

## Defence of the Romans

From the Managing Director of Eyre Methuen Ltd

Sir, The reaction to Howard Brenton's play, *The Romans in Britain* (review, October 17) raises two issues of principle. First, as with any work of art, those who wish to form an opinion of it should see it or read it or both: they should not rely on published reviews, still less on the comments of public busybodies who do not work in the theatre and who may or may not have seen the play.

Second, theatre criticism is the business of audiences, theatre workers and reviewers, who must surely agree (whether they see this play or not, like it or not) that it is not the business of politicians and policemen when on duty.

The past 25 years of British theatre history have seen London become the theatre capital of the world. This happened because risks were taken in and outside London. (How does the Leader of the Opposition, October 18) imagine it happened?)

Four examples (out of many) of plays on the theme of human cruelty which provoked widespread hostile and dismissive reviews (and, in one case, a fatal attack) are: *Harold Pinter's The Birthday Party* (staged by Michael Cordon and David Hall in 1958); *Royal Shakespeare Company's 1962: Edward Bond's Saved* (English Stage Company, 1965); *Joe Orton's What D'You Say About Delfont* (H. M. Tennent, 1969).

Some of these productions were artistic successes (in my view). Some were not. But all four plays are now widely recognized as landmarks of post-war theatre. All must have taken a degree of courage to write, act, stage. The management that staged them (or individuals within them) have been amongst the mainstays of new British theatre in the past 25 years. Are they fools—or corruptors of youth?

The Birthday Party was dismissed by nearly every reviewer but *The Sunday Times*; *What the Butler Saw* by almost all but *The Sunday Telegraph*. *Saved* was dismissed by almost all but *The Times* reviewer (generally an intelligent and perceptive critic) as "a work which will supply valuable ammunition to those who attack modern drama as half-baked, gratuitously violent and obscene".

Most of our history, theatre-lovers must defend the right of playwrights, actors, directors, theatre managements and even reviewers to take risks and make mistakes. I happen to admire much of Brenton's work and to have published many of his plays. For me

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## Gulf war bafflement

From Dr Shahrar Chubini

Sir, Mr Peter Jay's ruminations (October 13) about the attractions of the Gulf war are not only more operational value today than they did when he first spelled them out at greater length in the January issue of the *Journal of Foreign Affairs*.

In the specific case of the Gulf his promised observation about a new "strategy" are doubtless eagerly awaited on both sides of the Atlantic. In the meantime it is surely undeniable that (as Jim Schlesinger observes) the first war in the modern history of the Gulf occurred when Iran was embroiled, not when it was well armed and motivated under the Shah.

This may not provide guidelines for future policy, but it does shed insights into how wars occur. The harnessing of Western interests and "authentic local political forces" may or may not be possible in the West's policies in this region comprised a "quarter of a century of blindness" sounds like fashionable self-criticism without advancing any much closer toward the range of practical choices. Perhaps the "economist come-to-foreign-policy" will enlighten us soon on this.

Yours faithfully,  
SHAHRAH CHUBINI, Director,  
Regional Security Programme,  
The International Institute  
for Strategic Studies,  
23 Tavistock Street, WC2,  
October 14.

## David Wood

## Wanted: a leader who will be led

If vacancies for party leaders and Prime Ministers designate ever needed to be advertised, nobody would find it easy to write the definitive job specification. As the range runs from the younger Pitt to the octogenarian Gladstone, Education? Some have had too much, a few too little. Public integrity and private morality? Plenty of leaders have less than Ministers have, but less than Ministers have, not especially out of love with the bottle or women.

So we could go on. Number the virtues and list the desiderata, and you then have to confess that important exceptions dislocate any rule of thumb. Yet some requirements are sure. Nowadays he or she must be in the Commons, must be wound in wind and limb, at least to begin with, should have had cabinet experience, must command enough confidence among his or her peers to be able to form a stable government or an effective opposition, and must be a dab hand at communicating through the media (as Mrs Thatcher or her hip writer might say) those parts of the electorate that others cannot reach.

Above all, potential party leaders must always be a numerically small group evolved from the parliamentary elite, if only because one day Monarch may send for the under and ask if he or she can form government. If so, well and good, not like Sir Alec Douglas-Home in the autumn of 1963, he must say he will go and find out and his answer tomorrow.

Very few people know where the main parties know where the reality of leadership choice—they take the name democracy. Parliament itself in vain who k about democratising the leadership process by consen-

sual change to create a wider electoral college. What happens if the college reduces someone incapable of commanding the support of either his or her principal front bench colleagues or the Parliamentary Labour Party? It could conceivably occur.

There are some experienced former Labour Ministers who would be unwilling to serve either under Mr Wedgwood Benn or Mr John Silkin. But are many Labour backbenchers who could not be recommended to the leadership of either, and they will follow their consciences without pausing to count the cost. As a crucial college, what could produce party divisions and more electoral disillusion than the historic lateral disarmament and change of policy into one, it is a recipe for political impotence and electoral disaster.

Each of the Labour Party candidates is a different kind of leader. The gap between the so-called democratic vote of the party and the elite choice of the party is wide. As an example, Mr Frank Ailsham has been elected to the National Executive Committee by conference for years. Mr Hugh Gaiskell was elected by the party in 1974. Mr Neil Kinnock was elected by the party in 1974. Mr Neil Kinnock was elected by the party in 1974.

Of course the Labour Party argument not about more democracy at all is about rival plans of Socialist fundamentalism and gradualism the choice between the State take all and patching up the mixed economy, between conference zealots and parliamentary compromisers. The argument is that succeeding Labour administrations have failed to create the root and branch socialist society that the rank and file in the party want.

From Labour conference delegates' point of view, the argument has much validity. Messrs Hugh Gaiskell, Ailsham, Wilson and Jim Callaghan were certainly never fundamentalists, any more than Clement Attlee was, and they all greatly much to preserve the

capitalist system as to create the Socialist society. But so did Mr Benn, Mr Silkin, and Mr Peter Shore in their days. So did Mr Michael Foot once he had been persuaded to leave the front bench and take some actual responsibility for actual decisions.

I remember saying to Mr Benn, when he was Minister of Technology, that he seemed to argue the British equivalent of America's word is good for General Motors is good for the country; and he frankly answered "Yes, I do". Once in office, so did they all. They had no choice. The United Kingdom still has to make a living in the world.

Left-wing theory now runs that all we need to do to correct the sin of Labour's perpetuating capitalism is to open wide the election of the party leader, who may eventually become Prime Minister. It is a waste of time saying that Sir Harold and Mr Callaghan, as Prime Ministers, and Denis Healey as Chancellor, proved to be half-hearted. Socialists who betrayed about Cabinets, much as Ramsay MacDonald did in 1931. Yet Mr Benn did not resign. Nor did Mr Foot and Mr Shore. And for a time Mr Silkin, as chief whip and deputy leader of the Commons, organized Harold Wilson's majorities.

There is a sense in which the majority within any parliamentary party is obliged to be realistic and practical and to postpone the fulfilment of its pet Utopia. It is its work to invent ideology or manifesto, but parliamentarians have to deal with the circumstances of the day, as emergency hospital wards have to deal with accidents. It is, as Mr Benn and the others know, a life of a thousand compromises, many of them unpleasant, and we may doubt whether full-blooded Socialism would have a firmer launching pad if they and their kind took over 10 Downing Street to do the bidding of a party conference and TUC that disgraces the name democracy, as they well know.

If in their hearts Mr Benn, Mr Eric Heffer and the rest believe there is more political sense and parliamentary or electoral judgment in any leadership college that may be cobbled together than in the party, they are sicker than I, so far as they are, than they were. They will be revealed as no more than politicians on the make.











§ Forward bargains are permitted on two previous days.

(Current market price multiplied by the number of shares in issue for the stock quoted)

## Professor blames BP for slow recovery

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MANAGEMENT

# Stock relief provisions come under pressure

Stock relief, which was introduced in 1974 as a temporary measure to provide relief against the ravages of inflation, has, like inflation, stayed with us.

Relief is calculated by comparing closing stock and work-in-progress with the opening figures and giving the difference, less a slight restriction, a deduction from taxable profit. At first it was seen as a means by which the payment of tax would be deferred during periods of expansion and it was expected that the liability to tax would be clawed back in later periods when stock values fell.

There is much concern at the moment that some companies, hit by high interest rates and the general recession, will find themselves with large tax claw-backs at a time when they are least able to pay them. It is possible that such a claw-back could be fatal to companies already tottering on the edge of insolvency, the danger expressed by the Confederation of British Industry among others—does seem to have been overstated.

In most cases the effect of inflation on stock values has been such that unless an industry is significantly contracting its operations, a decrease in the value of its stock is unlikely. Further, where temporary falls in stock levels occur, for example, because of short term liquidity pressures, the company may wish to defer the claw-back until the next trading period.

A more common problem experienced by companies whose stocks were rising, is that they found themselves building up large deferred tax provisions against a liability which might never crystallize. Because of this, they have after a certain time unrecouped stock relief should be written-off and in 1979 legislation was introduced preventing the claw-back of past relief by the Revenue after the year in which it was given.

**Write-off**

At first glance this legislation appears fairly simple; but in cases where stock levels have been erratic during the intervening six years there can frequently be a problem in deciding how much of the past relief is in fact eligible for write-off.

The Revenue interprets the words that "relief is to be recovered from later periods before earlier periods" as meaning later periods before the period of the claw-back, while it is frequently in the taxpayer's interest to give the words their natural meaning and set off any claw-back against his most recent accounting period.

Under the second interpretation the whole of the claw-back has been set off against the relief for 1979 and 1979 giving not only the write-off of £180,000 at January 1, 1980, but also every likelihood of a further write-off of the £60,000 relating to 1975 at January 1, 1981. This £240,000 has since been swallowed up by the claw-back under the Revenue interpretation and so would no longer be available for write-off.

**Claw-backs**

The difference in view is of more than academic interest as it can affect not only the extent of any potential claw-backs, but also the extent of any deferred tax provision which might be necessary where falls in stock level are expected. It is expected that the Revenue will be busy in the coming months examining the basis of the deferred tax provision of companies taken over where this relates in any way to stock.

Unlike other areas of law, the legislation is not designed with a predominantly social aim but merely to raise money for the government in as efficient a way as possible and to ensure that no taxpayer escapes his liability. As such it is a framework in which businesses must operate; it is the letter of the law rather than the spirit which must be the basis of any argument and the draftsman's hand should be as clear and unambiguous as possible.

It is probable that a test case will be brought shortly to decide this point, but in the meantime it will obviously be advantageous for many companies to submit their claims on the alternative basis until the matter has been finally resolved.

Both the Government and industry have expressed dissatisfaction at the way stock relief is operating and several solutions are being considered, particularly to reducing the time in which relief can be permanently written off or deferring the claw-back over a longer period than one year.

During the Budget speech the Chancellor announced that a review of stock relief provisions was intended shortly and it is expected that a Green Paper will be published soon. It has also been indicated by the Government that if and when a new system of corporation tax is introduced stock relief will be superseded altogether, although such radical reforms are usually a long time coming.

Clare Watson

In the second article in our examination of British marketing, Hugh Davidson (below), chairman of the Marketing Society in 1978/79, who now runs his own management consultancy, debates the central issue of whether UK marketing has been able or allowed to make a proper contribution to our industrial performance since the last war

## Only part of the product package

Imagine yourself as marketing director of Round-the-Bend Motors Inc. After exhaustive consumer research you have identified the ideal balance between space, economy, performance and price in a medium-sized car.

Years of work with R & D, design and engineering have resulted in a car which production can make to the required price. The model is well accepted by dealers and the public. But, one year later, you are receiving a disturbing number of complaints about poor quality and reliability.

Two years later, a competitor launches a similar car, of inferior design, but 10 per cent cheaper and with better reliability and finish. You know this competitor has a unit cost of goods 20 per cent below your own. Your company fights back by cutting price, tightening up on quality and stressing superior design. But the profit has disappeared for good.

Is this an example of bad marketing? Or is it an example of good marketing destroyed by inferior production?

Let us be realistic about what marketing can and cannot achieve. The marketing function cannot solve basic production problems. Marketing is an approach to business. Its role is to relate the strengths of the company to the opportunities in the market place.

This will result in maximum profit for the company and good value for the consumer. "Marketing" is quite different from "selling", which is "trying to make the customer want what you've got".

Marketing cannot flourish in isolation and depends for many years on the quality of the product. It is not a magic skill by itself. For a company to be good at marketing it must be good at everything else, from R & D to manufacturing, from quality controls to financial controls.

It follows that marketing can only be effective in an efficient company. If a company has lower costs and higher quality of goods than its main competitors, "good marketing" can do little. Such debilitating weaknesses would make it impossible to satisfy consumer needs in the market-place. To gain any benefit from marketing, this company would have to solve its internal problems first.

The many studies of the

United Kingdom economy do indeed suggest that British marketing can be improved in a number of ways, such as:

- greater concentration of effort across fewer countries and categories;
- specific change to meet new market needs;
- introducing the marketing approach to whole industries where marketing is a foreign word.

However, there is no evidence to suggest that the United Kingdom is worse than its European competitors in these respects. As a Maumau who has had line responsibility for operating companies in eleven European countries and worked for years in North America, I can be more objective than most. In my experience, the United States is best at marketing and the United Kingdom is somewhat ahead of other European countries.

Marketing in the United Kingdom is more difficult than in Germany or Japan, because many of our companies have fewer strengths to exploit, despite excellent performance in some sectors such as power generating equipment, chemicals and pharmaceuticals.

To make the most of our marketing skills we must manufacture products more competitively on cost and quality, so that we can satisfy consumer needs better. Our major problem is less identifying consumer needs than meeting them competently.

Study after study suggests that the two most important British problems are low productivity and inability to use R & D and production on an integrated team basis.

First, low productivity: the new study by the Brookings Institution reaches this predictable conclusion: "The British economic malaise stems largely from its productivity problem, whose origins lie deep in the social system."

Among supporting evidence was a study by C. F. Praeger, among 100 international companies, where products, equipment and management methods presumably had much in common by country. Taking productivity in the United Kingdom at 100, Canada and the United States scored 150, Germany 127, Sweden/Denmark 122 and France 115.



Mr Hugh Davidson: British marketing is not bad and it is not a main cause of poor industrial performance

Secondly, inability to put new ideas into practice. One of Britain's major strengths is R & D. Its honours list of inventions translated into commercial production (though not necessarily by British) is inspiring. However, jet, float glass, disc brakes, brain scanner. But as a foreign buyer observed, "your prototypes are exciting, but there is something wrong with your production". There seem to be many reasons—perhaps the most important being the elitist gap in this country between the pure science of invention and the trade of "making things".

If, as seems clear, these are indeed our main problems, we would do well to focus on them and find a solution, rather than seeking further, less important, illusory causes. In the United Kingdom we debate our problems endlessly, but seem unprepared to take action. Do we really need any more studies to convince us that the key changes are higher productivity and more practical innovation?

There are many better qualified than I to prescribe solutions but seemingly important areas are:

- increasing the status of the production manager. He has the most difficult job in the company, and one of the most important;

—ensuring much better teamwork between R & D and production;

- providing the workforce with motivation to increase productivity. In the short-term, it is logical for a heavily worker to hold back effort because higher productivity could cut overtime or jobs. The long-term benefits of higher productivity deserve more persuasive explanation, with strong financial incentives to match.

There is no doubt that we can and must improve our marketing skills. But they are better than most. By contrast, our productivity levels are generally much lower than our competitors and this inhibits marketing effectiveness.

British marketing is not bad and it is not a main cause of poor industrial performance. All the best marketing men and women from all the best companies could not put the British motor industry together again because the major problems lie elsewhere.

Hugh Davidson

\*Definition by Professor Peter Doyle.  
\* "Dun's Review", 1970.  
\* Britain's Economic Performance. Caves & Krause, 1980.  
\* See Technical Innovation and British Economic Performance, K. Pavitt, 1980.



Top people at Alfred Herbert over the critical years. From the left, Col Charles Clark who started the company, Sir Richard Young who succeeded him as chairman; Mr Neale Raine who was managing director for a period in the early 1970s; Sir John Buckley who was nominated chairman as part of a rescue attempt in the mid-1970s; and the last team, Mr Peter Rippon, chairman, and Mr Walter Lees, chief executive.

Last Friday the earth was unceremoniously thrown on the coffin of one of Britain's most famous engineering groups.

Meeting for the last time at its rather grandiose headquarters in Coventry, Alfred Herbert shareholders (the National Enterprise Board with all the ordinary shares and a handful of preference holders) voted for the voluntary winding-up of the company which the old Industrial Reorganization Corporation envisaged as the flagship of a revived British engineering industry.

Yet the end has not been as glorious as once feared. The disposal of Herbert's assets in this country has been carried out in a much less messy way than forecast when the NEB pulled the plug in July this year.

## How they came to terms at Herbert

It seems to be generally agreed by all those closely involved—Sir Keith Joseph, the Industry Secretary, the NEB, and short stewards at plant level—that it is largely thanks to accountants Peat, Marwick, Mitchell that Alfred Herbert may have disappeared as a separate entity, there is still life after death with all the main United Kingdom manufacturing plants being sold as going concerns.

There are still those who argue that Herbert could have survived with a more vigorous management and a new product range. But the die was cast, and the decision was taken to call in Peat, the company's auditors, to help the board in an orderly rundown of its assets.

This was a "highly unusual engagement" in Peat's words, since it was a liquidation in everything but name, but without the normal legal responsibilities which that move entails. This was only possible because of the NEB's undertaking to guarantee all Herbert's debts. More importantly it provided Peat with the time to find buyers for the assets without having to appear as forced sellers.

Peat's first decision was to set a three-month target for selling off the main United Kingdom assets which dovetailed with the need to issue 90-day protective redundancy notices under the Employment Act.

A small team of Peat's accountants, led by two insolvency experts, Mr Guy Parsons and Mr Richard Agutter, moved in and by mid-June a monitoring committee consisting of Herbert's chair-

man and chief executive, an NEB representative and the two Peat men had been set up. This committee assumed the responsibilities of the board of directors and for all practical purposes the job of running Herbert devolved on the Parsons-Agutter team.

By this time word had spread that the for sale signs had been hung outside Herbert, and Peat began in earnest the job of sifting through all the inquiries, including those from 600 Group and Vickers. Faced with a worsening cash crisis Herbert's board had already started selling off some of the fringe businesses.

In early June the core business started to go with the Tooling Division snapped up by Clarkson International, which, so the story goes, changed the signs outside the factory within an hour of initialing the agreement. The Lutworth drilling machines company was then taken over by its United States licensee.

That left Peat with two main headaches in the mainstream machine tool business, Mackadown Lane in Birmingham producing the less advanced numerically controlled machine tools and the giant Edgwick plant in Coventry, which had been the cornerstone of the survival plan turned down by the NEB.

Mackadown Lane went quickly to the United States White Consolidated group which was anxious for a European manufacturing base. Edgwick was a different matter. It had originally been a 50-acre site on which stood Europe's largest factory with 5,000 employees.

When the market went against Herbert in the 1970s the operation had to be scaled down to a 28-acre site employing only 1,000. The trouble was that management had overlooked the need to trim over-

heads at the same time, which remained far too high for the plant's size.

Peat were not helped when employees at Edgwick staged a strike to win better redundancy terms. In the event the factory was bought by Tooling Investments, run by two Loughborough University graduates who had started life selling machine tools and last year took on one of Herbert's reconditioning plants. The new company has also acquired the Herbert name.

This left Peat with only the Sigma measuring and inspection equipment business. Having offered this to a number of prospective purchasers, it finally went to a group of industrialists and some ex-Sigma managers which had, luckily for Peat, put in the highest bid.

What is not known is how much Herbert raised from the sales. Sigma probably brought in almost £2m but the only indication is that Peat managed to garner rather more than their original estimate of the break-up value of the whole group.

At last Friday's meeting Herbert disclosed that it had received £44,500,000 from the sales. Sigma probably brought in almost £2m but the only indication is that Peat managed to garner rather more than their original estimate of the break-up value of the whole group.

At last Friday's meeting Herbert disclosed that it had received £44,500,000 from the sales. Sigma probably brought in almost £2m but the only indication is that Peat managed to garner rather more than their original estimate of the break-up value of the whole group.

There are still some loose ends to be tied up: the overseas marketing companies have to be sold although they seem destined to go to Tooling Investments.

There is also a 52m promissory note on Interroll and Edgwick's tax losses as well as Herbert's white elephant of a head office in Coventry where Peat is helping to negotiate terms with the pension fund freeholder.

The real achievement of the past three months is that some 3,400 of the 4,000 jobs originally at risk have been saved and there seems a good chance that the factories sold will survive under the umbrella of their new owners. That this happened is largely due to Peat's freedom of manoeuvre which would not have been possible in a formal liquidation.

The Herbert winding-up may prove a useful catalyst for the views of those on Sir Kenneth Cork's insolvency law review committee which would like an informal moratorium before all the paraphernalia of a receiver is invoked.

Ronald Pullen

LETTERS TO THE EDITOR

## Structure of electricity industry

From Mr G. W. Rufford

Sir, I think it rather unfortunate that the resignation of Sir Francis Tombs from the Electricity Council should have been orchestrated so as to leave the public with the impression of an industry in disarray and demoralized because of the Secretary of State for Energy's decision not to create another massive unitary corporation by merging the 13 statutory independent boards which make up the electricity supply industry in England and Wales.

It is also highly disturbing that those who have a responsibility for informing the public about situations of this kind should be so easily misled as to accept a distorted picture of the industry, and so readily reach for the Plowden committee's recommendations as a way forward, without appreciating that the committee relied heavily on the organization theory and model, and so attempt to quantify the costs and benefits associated with extending the centralised system and bureaucratic blight which has become a widespread in our nation's affairs, particularly in the public sector.

So often, rather than argue about efficiency, rationalization, harmonization and the assumption that modern management knows how to delegate, we are thrust forward to a position where the centralist and the decentralist are given the same weight, and the benefits of regional and local diversity are to the evidence which indicates that delegated cost-centres and

ministration within a unitary corporation are not enough to the cost of involvement and accountability which leads to low cost operational behaviour and the development of more entrepreneurial skills.

However, I am not seeking to stimulate further debate about the future shape of the electricity supply industry because it has been decided there will not be further enlargement and I believe that whatever the shape of the industry, the need for a restructuring of the existing federal structure.

(a) The commissioning of new generating capacity should be the responsibility of a central body which gives to the efficient use of resources.

(b) Regional responsibility for customer and industrial relations. Unless this is retained at regional level, matters which ought to be settled in the light of local circumstances and costs will flare up, involving more and more central intervention.

(c) The present arrangement constitutes an effective counterbalance against the tendencies towards over-centralization and bureaucracy inherent in a unitary corporation.

Against that background, and with a good working knowledge of the electricity business at all levels, may I seek to assure your readers that the industry is a high order, and there is no wide-ranging striving on the part of management and/or staff for unitary participation status. Of equal import-

ance to customers is the fact that there is a considerable cost advantage in continuing size, statutory emphasis, devolution which helps staff and management to work together on the strategically important issues and genuine willingness to change ideas about practices as applicable to the local circumstances.

In conclusion, may I suggest that Sir Francis Tombs, who will find an unprecedented determination by the boards to work together on the strategically important issues and genuine willingness to change ideas about practices as applicable to the local circumstances.

Yours faithfully,  
GEORGE RUFFORD  
Board Member,  
Eastern Electricity,  
High Tees,  
Coventry Road,  
Woodbridge,  
Suffolk,  
October 16.

## Travelling light by air

From Mrs Margaret Bright

Sir, Judging from the recent correspondence on the subject of air travel it seems that baggage handling causes many of the frustrations. The problems in this area could be eased considerably if more people learnt to manage with hand baggage only.

Naturally, people going away for long periods need a lot of luggage, but does the business or holiday traveller need to drag 40lbs of personal effects along with them?

After a week having my case mislaid by airlines, I have trained myself to survive with hand baggage only. So long as the bag is squishy and will roll under a seat, it seems airlines are not too fussy about the size and weight of hand baggage.

I recently went to China for three weeks, enduring everything from the steamy heat of Hong Kong to the bitter winds of Peking, and found that all I needed fitted easily into a hold-all. It was lovely not having to

drag a heavy case around. On returning to Heathrow I went through customs and half-way down the M3 while the rest of the group were probably still standing around the carousel.

Airlines could encourage lighter travelling by charging excess for all hold baggage, and by having a super-fast check-in system for those with only hand baggage. With less weight to carry, aircraft would use less fuel, and this would help to reduce fares.

No doubt the fashion editor could advise readers, male and female, on how to be well turned out from a hold-all. With modern, quick-drying, fabrics, and efficient laundries and cleaning services in the better hotels, this should not be a problem.

He travels fastest who travels lightest.

Yours faithfully,  
MARGARET BRIGHT  
26 Orchard Avenue,  
Parkstone,  
Poole,  
Dorset BH3 6PJ,  
October 5.

## Taxation and allowances

From Mr D. G. Lindsay

Sir, Like Mr P. J. J. All (October 10) I hold no brief universal parental subsidy such as child benefit, which is handed out equally to parents, regardless of income, and which, he and I, as payers, have to fund.

What I was arguing for, I ever, was simply that liability should be more personal, so that it is a principle proclaimed by Mr Smith, Karl Marx and Dr Huxley (among others), and those who are supporting educating children should share the amount of income, rather than account determining tax liability, as the case is virtually every other country.

Yours faithfully,  
D. G. LINDSAY  
36 Orchard Avenue,  
Parkstone,  
Whitthorn Hill,  
Pangbourne,  
near Reading,  
Berks RG8 7QL.

EDUCATIONAL SCHOLARSHIPS AND FELLOWSHIPS

### CRANLEIGH SCHOOL

ACADEMIC AND MUSIC SCHOLARSHIPS 1981

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One scholarship of up to £1,000 p.a. is offered to a boy or girl who is entering the Fourth Form in September 1981. Applicants should be aged 14 or over and have completed their GCSEs or equivalent. The selection process will involve an interview and written examination. Details of the scheme and application forms are available from the school.

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BY THE FINANCIAL EDITOR

## Australian markets after the election

News yesterday that the Liberal coalition has won the general election should help to underpin Australian shares. The Sydney market has been one of the best performing equity markets in the world over the past year with the All-Ordinary index rising from 520 in August 1959 to 806 at the start of 1960 and within a whisker of 1,000 at the beginning of this month. For the last two weeks equities were increasingly worried as the opinion polls pointed ominously to a Labour victory.

Politics aside there have been growing signs that Australian shares, supported this year by the strength of natural resource and particularly oil stocks and the rediscovery of the market by overseas investors, were due for a breather. There has been a growing feeling that the mineral and energy stocks that led the boom may have become over-valued. The key here of course is mineral prices, gold included, which apart from oil have disappointed in the second half of the year as world trade and industrial production have slackened.

There have also been doubts, voiced both internally and by outsiders like the OECD, as to whether the economy can sustain the pace and that seemed to be underlined by cautious August budget which kept a tight rein on monetary policy.

On a technical level the yield gap between equities and bonds has become wide enough for many institutional investors to become more cautious.

Despite the bouts of selling in recent weeks most of that seems to have stemmed from small investors rather than domestic and foreign institutions whose faith in Australia's political stability, the comparative underdevelopment of resources and the generally sound economic prospects of the Pacific basin remain undimmed.

### Grindlays

#### A curious imbroglio

A curious imbroglio being played out between Lloyds Bank and Citibank, the second largest in the world, is slowly unwinding. At the centre is a tangled web of shareholdings in Grindlays Bank and Grindlays Holdings, the publicly quoted company whose only significant asset is a 51 per cent stake in the bank. Accessory players in the few of some observers are the Royal Bank of Scotland and its London clearing bank subsidiary, Williams & Glyn's.

Lloyds Bank owns 41.4 per cent of Grindlays Holdings and is by far its major shareholder. Citibank owns 49 per cent of the bank and has a management contract, officially and somewhat coyly called a "management arrangement" which runs out at the end of December. Two subordinate loan stocks, one in sterling one in dollars, worth one £25m also expire at the end of the year. The loans were arranged in the dark days of 1975 by Lloyds Bank with funds provided, it is believed, by both Lloyds and Citibank.

It is the approach of the end of the management contract and of the loan stocks that has set tongues wagging in the City, various rumours have done the rounds, including a persistent one, first floated in the summer, which suggests a rather inelegant carve-up of the Royal Bank of Scotland where Lloyds has a 16 per cent stake and the takeover of Williams & Glyn's by Citibank.

The connection with Grindlays of both Citibank and Lloyds Bank is largely historic. Citibank first acquired shares in what has subsequently become Grindlays Holdings in 1920 after it swapped its Indian "anchors" for shares. Citibank got first involved in 1963 when it acquired a 40 per cent stake in the bank. This was raised to 49 per cent in 1975.

By 1975 in the midst of the secondary banking crisis Grindlays Bank itself had run to trouble because of the property lending in its merchant bank subsidiary Williams & Glyn's. Losses over two years amounted to £30m. This inevitably affected the bank and it had to be helped. This led to the formation of the increase in the capital of the bank, Citibank's management contract and the subordinate loan stocks. It was at the time that the management deal

would last between four to five years and next December marks the end of the fifth year.

It is not apparent what Citibank was hoping to achieve way back in 1969. What is now quite clear is that Citibank would be a happy seller of its stake. Given the fact that Lloyds has a controlling stake in Grindlays Holdings it would at this stage be the only obvious buyer, unless of course both sides agree on a deal involving a third party. Lloyds would not mind buying Citibank out. The matter has already been discussed but, because of differences over price, the two parties are far apart. It is quite possible that Citibank looks on its stake with the rather fancy valuations



Mr Nigel Robson, chairman of Grindlays Holdings (left), and Mr Walter B. Wriston (right) chairman of Citicorp which holds a minority stake in Grindlays Bank.

applied to such deals in the United States while Lloyds, which has anyway the trump card, looks on it as of far more modest worth.

Mr Nigel Robson, who came in as chairman of Grindlays Holdings after the crisis, would not like the takeover of Citibank to continue after December. There are three full-time executives of Citibank working at Grindlays Bank including the chief executive and the managing director. It now looks quite possible that after December, the management arrangement will come to an end though some of the Citibank executives might want, and be encouraged, to stay on as Grindlays executives.

The subordinate loan stocks will have to be renewed. With a free capital ratio of only 2.8 and a net income to assets ratio of 0.9 per cent, Grindlays is one of the least well capitalised of the dozen or so top British banks. This time the new subordinate loan stocks are likely to exceed the existing £25m stocks and last longer than the original five years. Lloyds Bank will probably once again be organising the finance.

Some questions remain unanswered. What for example the Mass Development Company, owned by a Kuwaiti group, hopes to achieve with its stake of 10.01 per cent in Grindlays Holdings? It certainly is no strategic stake but might come in useful in case of a takeover. And if there is a takeover by, say, Lloyds Bank, what is the likely price?

At 150p Grindlays shares are on a p/e ratio of 5.5 although the activities of the bank and those of Lloyds Bank International would fit well. Lloyds is unlikely to want to pay very much more than the current share price. Understandably, Citibank would hope its stake to be valued on a much higher rating hence the disagreements. There has been no shortage of speculation about alternative scenarios. One is that Lloyds would takeover the Royal Bank of Scotland and swap Williams & Glyn's for the Citibank Grindlays stake.

Unlike Grindlays, the Royal Bank of Scotland is financially one of the strongest among British banks. Any takeover would certainly be referred to the Monopolies Commission and run against Scottish susceptibilities. Citibank says, for the record, that it is not interested in Williams & Glyn's. It is opening its own network of moneyshops along its highly successful German high street operation where its Kungleskreditbank is the largest consumer bank in the country.

Meanwhile, the Royal Bank of Scotland shares have moved up from 85p to 112p over the past couple of months. But except for some element of speculation most of the rise can be attributed to catching up. After all the shares, which have averaged a price of close to 200p are on a p/e ratio of 5.3.

John Whitmore looks at the options open to Mrs Thatcher's Government

## Monetary control: is there a better way?

"If the present arrangements (for monetary control) are not entirely adequate, then the questions that arise need to be considered and answered in careful sequence." So said Sir Geoffrey Howe at last Thursday's Mansion House banquet.

Exactly what questions Treasury Ministers, the Governor of the Bank of England and their officials are asking, and in what sequence they are pursuing those questions, we do not know. Still less do we know the answers they have so far found. But their line of thought must, presumably, go roughly as follows.

If one accepts that the pursuit of monetary control to date has not proved as successful as one might have wished, and no one would dispute that, why has this been the case? The two major explanations are: I think, accepted without quibble. Fiscal and monetary policies have not been sufficiently compatible over long enough periods to make the desired results a practical proposition.

Second, the approach to, and the techniques of, monetary control have been far less effective than they should have been.

To my mind the first failing is by far the more important. If the Government conducts a fiscal policy that unduly inflates the demand for money, attempts to run a tight supply policy in tandem will either nullify the original fiscal stimulus or, more probably, break down.

But this in turn raises an interesting question. Consider that a primary requirement of fiscal policy is that it

should be consistent with a given monetary growth target, how precise can one be in estimating that compatibility? If the answer is that one can be reasonably precise, does it then follow that the whole issue of monetary control methods can be pushed into the background?

The answer must surely be that it is impossible to judge with any great precision what a given fiscal stance will do for the money supply. It should, on the other hand, be quite possible to estimate the approximate implications. In which case monetary control methods can be relegated to the only role they can sensibly play over the long-term—namely as fine tuning, rather than from-line policy instruments.

The next important question concerns the kind of money the system should aim to control. The usual assumption on this score is that one is trying to control liquidity that can be turned into purchasing power. In other words, liquidity that can affect, over time, the level of nominal national income.

At the moment, the main target for control is sterling M3 notes and coins, together with United Kingdom residents' sterling bank deposits. But is that really sufficiently comprehensive?

Might we not also throw in building society deposits? And what about other relatively liquid assets, such as private sector holdings of Treasury Bills, trade bills and certificates of deposit?

In view of last year's abolition of exchange controls, should we not also take account

of United Kingdom residents' freedom to switch their money into and out of sterling and include resident holdings of foreign currency bank deposits?

One might also argue the case for including non-resident holdings of sterling bank deposits. Either on the grounds that these can finance new domestic lending just as well as resident deposits, or that movements in total sterling deposits may tell one more about the general implications of any given fiscal stance.

These are not simple issues. Indeed, they underline the complexity both of defining money per se and also of defining the classes of money one wishes to control.

It is hardly surprising, then, that the authorities have placed much more emphasis of late on a broader range of monetary indicators. But whether they should go so far as to have more than one monetary aggregate for target purposes is a moot point.

On the argument that a single indicator will eventually suffer distortions that render it useless, there may well be a case for choosing two target aggregates, including moreover, one, over which the authorities have relatively little direct control.

I suspect, however, that history may have been rather unfair on sterling M3. An aggregate may be only as good, when all is said and done, as the control system allows it to be; and the banking "corset" was patently not a good control system.

How then should one approach the other key question, that of the method of

control? The nub of the argument here is this: should the authorities try—as they do now—to control the money supply by estimating the correct price for their target? Or should they try to act directly on the quantity of money in the system, leaving markets to sort out the appropriate price?

The main arguments usually put forward in favour of retaining the system number one are threefold.

First, the present system has not really been given a fair chance over recent years; second, it possesses an important degree of flexibility; and third, the alternative could create more problems than it would solve.

The alternative is, of course, the "monetary base" system. The idea of this is that the banking system's operations are built up on its holdings of base cash—in effect government or central bank created cash.

If, therefore, the central bank can, through its market operations, control the size of this monetary base, it also obtains control over the size of bank deposits that make up the money supply.

The list of arguments put forward against such a system is lengthy. The central argument is, perhaps, that to be effective the system needs to be rigid. Yet to make it rigid would also be almost certain to make it penal to an extent that people would inevitably look for, and probably find, ways around it.

Other arguments could be listed as follows. It would make interest rate movements more

volatile and less predictable. And this, together with the inevitable modification of the Bank of England's role as lender of last resort, would require significant changes in banking practice.

At the end of the day one is left sharing the feelings of Professor Alan Walters, Mrs Thatcher's newly appointed personal economic adviser. His view is that it is less the system you choose that matters, than making whatever you do choose work.

A key plank in the monetary base system is that a monetary base system is more likely to work because it makes for quicker responses and takes the interest rate judgment out of the authorities' hands. But does it?

Just as the politicians/authorities may decide that a further rise in interest rates is undesirable, albeit at the expense of some temporary excess growth in money supply, so too, they can equally well decide that there may be a case for keeping the lid on interest rates by allowing some short-term monetary base drift.

At the Governor of the Bank of England suggested in his Mansion House speech, more rapid controls of the money supply mean that temporary pressures and distortions have to be met more directly, more abruptly on the real economy instead of being reflected in temporary variations in monetary growth.

Whatever system the Government now adopts, it would be surprising if it did not retain the right of flexibility in such circumstances.

Peter Hill

## Independent steelmakers fight for their lives



Striking steel workers clash with police outside a privately owned Sheffield steelworks earlier this year: damage from the three-month dispute will take a long time to repair.

lost this year out of the sector's 70,000 strong labour force and that the outlook is bleak.

Last week GKN declared a further 550 redundancies at its Brynmawr plant in North Wales, and Neepsend, the Sheffield steel and engineering group, made 100 workers redundant.

More cutbacks are inevitable against the background of continued over-capacity in key areas—reinforcing bars, wire and wire rod. Financial results for the first half of the financial year from some of the major steel-making companies in the private sector reflect the scale of the difficulties.

Like the corporation, the independent steelmakers suffered a big setback as a result of the three-month steel strike at the beginning of this year. It cost GKN, the largest private sector steelmaker, around £18m and Aurora Holdings, the Sheffield-based steel and engineering group, has reported first-half profits down from £2.6m to £2.1m with specialist steels making little or no money

and with prospects poor for the second half of the year.

Round Oak, the company owned jointly by the BSC and GKN, has reported a £200,000 loss in the first half of this year, and Dupont along with Hadfields, the Lomro steelmaking company among others, contemplate the future with considerable pessimism.

The private sector is perhaps the best known for its world-wide reputation for the production of high value special steels. But at a more prosaic level it is both a customer and a competitor of the BSC. Those engaged primarily in the re-rolling of steel rely on the corporation for their supplies of semi-finished steel.

But in more than a dozen product areas, including billets for re-rolling, wire rod, sections, and cold rolled narrow strip, the private companies compete directly with British Steel.

It is in precisely these areas of overlap that attention is now being focused by the British Independent Steel Producers'

Association (Bispa) in its submissions to ministers.

The private sector's raising of the issue since the last nationalization, been based on a statement made by the then Mr Richard Marsh, Minister of Power, during the report stage of the Iron and Steel Bill. He said: "It is no sense in maintaining a private sector of that industry and then allowing it either to be destroyed or to wither away. If the Government decided that they did not want a private sector in the steel industry, the thing to do would be to nationalize the lot. The Government have taken a conscious decision not to do so. That means that they have taken a considered decision that the private sector is as important as the public sector to the economy of the nation."

Given that this Government will not be nationalizing the private sector, its companies have every reason to expect that Conservative ministers will be anxious to maintain the status quo.

The scope for the rationalization of billet, bar and rod production between the BSC and GKN through some form of joint venture has been under examination by the two parties for close on two years. The next two months are seen by the private sector steelmakers as perhaps the most crucial period since nationalization. For all the talk of survival is the name of the game.

## Business Diary profile: Where the CAP fits

commuters who swarm round London's Charing Cross Station are probably aware of how the CAP fits into agricultural policy. One of grey, anonymous blocks between the station and Trafalgar Square, houses the headquarters of the Intervention and for the Agricultural

But the board is also a department of the British Government. The board has only six members, the other 54 are all staff. Four of the six are senior officials from each of the four government departments whose ministers appoint members of the board.

Since the board covers the whole country it is responsible simultaneously to Peter Walker, the Minister of Agriculture, and to the Secretaries

of State for Scotland, Wales and Northern Ireland. Its fifth member is its chief executive.

The present holder of the post is 53-year-old, Kingsley Atkinson who began his career in the Civil Service in the Ministry of Agriculture in 1947 and since then has worked on CAP affairs in the ministry and the Cabinet Office.

The sixth member of the board is the chairman and only

member who is a civil servant.

David Jessup, deputy chairman of the Eagle Star Insurance Group, was given the job by the Conservative Government early this year. He is the only holder so far to be a member of the CAP. His predecessor was a potato farmer.

The board has been spared criticism by anti-Marketisers. Indeed it is extraordinary that those most vocal in condemning the cost of the EEC and its effects have always overlooked the presence of a substantial Government department which would become redundant overnight if Britain left the Community.

Today of course, the board can only benefit from the favour shown to EEC institutions and British EEC membership by the present Government, and especially by Peter Walker. He and his colleagues in the ministry talk of the reform of the CAP, but never of its overthrow. If ministers change the system, the board will adapt to their demands.

The CAP has certainly not been immovable, and the board has already adapted to change. It is now grappling with the new EEC regime for a common market in the meat of sheep and goats. It plays a small part in directing parts of the British shares of official food "mountains" to food aid projects.

It pays compensation to fish and fruit cooperatives whose members cannot find a market for their produce or give it away to approved institutions. The role is that cooperatives may involve their right under EEC fruit fish and vegetable regulations to withdraw

produce from the market because prices are low.

They cannot win compensation, worth no more than 5p a pound until they have tried to give the surplus away to approved non-profit-making bodies like hospitals and charity institutions. But those bodies must show that they will take the free food on top of what they would normally buy at market prices.

If all else fails, the food is destroyed on the farms where it is grown under the supervision of government inspectors. This year it has proved impossible to find any takers and more than 2,000 tonnes of fruit and vegetables have been destroyed in accordance with the rules laid down in Brussels.

That is the sort of thing which gives the CAP a bad name in this country. The board has always avoided criticism even though it sits at the centre of the administration of the policy. Its habit of remaining invisible pays off.

It keeps the wheels turning so smoothly and quietly that hardly anyone realizes that Britain, one of the world's leading importers of dairy produce, has the second largest share of the stock of surplus butter now held by Community intervention agencies. The board is the custodian of the British share of the board.

It also pays production refunds on sugar for use in making a long list of chemicals laid down in EEC regulations. The list includes soap, glue, candles, by paper and rat poison. Truly, the arm of the CAP is long.

Hugh Clayton

## Man-made retreat from Ulster

Given the crippled state of the man-made fibres industry, it is Northern Ireland's misfortune among the regions to have the largest proportion of fibre plants. Just one third of the United Kingdom's entire installed capacity.

It is further unfortunate that its polyester capacity, a large proportion of the whole, is designed solely for the production of filament yarns, the sector of the industry most hit by the recent flood of cheap United States imports.

In purely local terms it is a misfortune bordering on disaster that ICI's polyester plant at Killoont, the closure of which—with the loss of 1,100 jobs—was announced last Wednesday, is located near to the one-time booming town of Carrickfergus (population 19,000) where the neighbouring Courtaulds fibre complex has already been whittled down, in employment terms, to one eighth of its former self.

Six multinationals have fibre plants in Northern Ireland. They will become five when ICI withdraws completely next March. Mr John Nutt, the Industry Secretary, left a trade union deputation in no doubt last Thursday that he is neither able nor willing to take effective measures against United States imports. There is no real hope that ICI's Killoont decision will be reversed.

Ulster's formerly profitable reliance upon fibres began in 1950 when Courtaulds opened a viscose plant at Carrickfergus. This viscose is made from wood pulp rather than oil feedstock but this was not enough to prevent its closure earlier this year.

Some ten years after Courtaulds started production the synthetic fibre manufacturers began to arrive, tempted by

generous incentives and Northern Ireland's hundred years of textile experience.

The first was Monsanto with an acrylic plant at Coleraine in 1952 which has since increased its capacity nearly fifteen fold. British Enkalon—almost 90 per cent owned by the Dutch Azn group—followed with a nylon plant at Antrim and ICI with its Terylene factory and, later, a basic polymer plant at Killoont. By 1970 this facility was the largest polyester filament plant in Europe and was expanded further to produce tyre-cord.

The number employed in the industry will fall in 1980 after the decision of recent months when Killoont shuts next March. Of the survivors, Courtaulds' Carrickfergus plant now merely spins nylon and employs only 300 after peaking at 2,500 nearly a decade ago.

British Enkalon is by far the largest fibre employer now with just over 2,000 workers, against 2,700 at the peak—though this reduction owes more to improved productivity than recession. Though it lost £3m in the first six months of this year at Antrim, the company is committed to a further £30m investment on the site over the next five years.

With an unusually wide product range, Enkalon's position is relatively strong. Hoechst, too, seems to be weathering the storm though employment at Limavady has fallen from 800 to 350. Monsanto has slimmed from 800 to about 550.

With recent government authorizations are confident that Ulster's remaining fibre plants can hold their own against those elsewhere in Europe and that there is a good chance of stabilizing direct employment at about 4,000 over the next decade.

### Industry in the regions

Bob Rodwell





## FINANCIAL NEWS

## US interest rates may climb higher

From Frank Vogl, Washington, Oct 19

American interest rates could well move still higher this week. Wall Street money market experts expect further tightening of credit policies by the Federal Reserve Board.

The FED released money stock data on Friday night showing a far greater rate of growth than had been expected in the latest numbers.

Traders on Friday were marking down bond prices in Wall Street in anticipation of higher interest rates this week. There are fears that, quite apart from FED action, rising inflationary expectations will push up interest rate levels. Such fears are depressing share prices on Wall Street last Thursday and Friday.

The Central Bank's main

policy formulating committee holds its regular monthly meetings here tomorrow. Given the rising trend of inflation expectations, and the sharper than anticipated money supply growth rate, it seems likely that the open market committee will advocate a further tightening of credit policies.

There has been some press speculation in the United States that the committee will refrain from any overt action that lead directly to high interest rates because of the recent criticism of the FED by President Carter and the fact that the general election here takes place in only two weeks time.

Fuelling the rising trend of interest rates, the sharp money supply growth and the mount-

ing inflation expectations, is economic growth at a rate that is greater than has been anticipated by the Government and private economists. Latest figures suggest that the recession this year was the shortest on record. Preliminary Commerce Department data showed that Gross National Product rose at a real annual rate of one per cent in the third quarter.

In business, inventory accumulation accounted mostly for this increase. New housing starts in September rose strongly by 9 per cent to an annual rate of 1.5 million units. But the rising interest rate now adds tighter credit conditions could undermine economic recovery. The mood at a national housing conference on Friday was one of deep concern. Industry leaders suggested that the economy may move back into recession and that housing starts this winter may run at an annual rate of little more than a million units.

What the Central Bank does this week on credit policy is bound to influence the short-term economic growth trend.

## Interim fall of 20pc expected at BHS

The retail sector comes under further close scrutiny this week when British Home Stores and Mothercare both announce their interim figures.

These follow the disappointing interim figures last week from Marks & Spencer and Debenhams, which prove still further that even the High Street giants are finding it difficult to shift their stock during the recession.

## This week

In addition this week, there are full-year figures from Brooke Bond Liebig and an interim report from Hawker Siddeley.

Confidence in the Government may take another knock tomorrow when the Department of Employment gives the unemployment figures for October with another increase over last month's figure expected.

But this is preceded today by the provision of retail price index figures from the Department of Trade.

Then on Thursday the Central Statistical Office reports on the second quarter along with consumer expenditure for the third quarter.

Interim profits from British Home Stores on Wednesday are expected to show a decline of around 20 per cent on the corresponding figure of £13.2m, with estimates ranging from £10m to £11m.

As already reported, the group experienced an appreciable slowdown in both food and non-food items during the second quarter. Costs rose sharply with the group's annual pay award followed by another one in April of this year.

Unable to wait for the benefits of this year's rights issue, the group borrowed money to help with cash flow. This is likely to

have resulted in last year's net investment of £300,000 giving way to an interest charge of around the same amount.

However, the interim dividend should be maintained at last year's level of 23p gross.

Prospects in the second half look a little brighter as pressure cases on margins. Analysts are looking for £22m for the full year against £21.8m, after a particularly strong performance last year. An increase of around 10 per cent is expected for the total dividend, raising it from 7.1p gross to 7.8p.

The full year figures from Brooke Bond Liebig tomorrow will be very much a case of swings and roundabouts for the group.

The figures should show a slight improvement over last year, with estimates around the £42m to £43m mark compared with £41m last time. As already indicated, the slow down in growth will have occurred in the second half with profits of only £16m expected against the first-half performance of £24.2m.

This will be mainly the result of the static level of tea prices which makes up a large portion of the group's overall profits. Nevertheless, costs on the group's plantations will have continued to rise.

On the meat side, livestock prices in South America have remained buoyant and some benefit should filter through. However, higher prices will only serve to upset the meat processing plants, while nearer home, the butcher shops are likely to have experienced a certain amount of consumer resistance following dearer beef prices.

A final dividend of 4.2 is hoped for compared with 3.7p last time.

The collapse of orders for capital goods in the UK will have had an adverse effect on interim figures from Hawker Siddeley due on Wednesday. Although the group traded



Mr. Selim Zilkha, chairman of Mothercare.

The interim figures from Mothercare tomorrow are likely to be very little changed on last year's figure of £10.2m.

As usual the recession will have resulted in a downturn in sales while extra costs, including the latest pay award which added 25 per cent to the pay bill, will have produced the inevitable squeeze on margins.

At the same time, the search for starting will have upset the group's small operation in Europe. This at a time when its US operations, on which the group depends so much for the future, is likely

## Yule Catto's offer for Revertex is extended

Yule Catto's £5m takeover offer for Revertex Chemicals has been extended, with the agreement of the Takeover Panel, by a week until Friday, October 24.

Although acceptances have been received for 89 per cent of the shares, the offer depends on an undertaking from the German group, Hoechst, that it will not exercise its right to acquire Revertex's 50 per cent holding in Harlow Chemical.

## Wage deal brings false dawn to the engineering sector

Perhaps the most remarkable feature of last week's stock market was the way dealers shifted up and down the purely on the Confederation of Shipbuilding and Engineering Unions settling for an 8.2 per cent wage deal, or more precisely, for an 8.2 per cent rise in national minimum rates.

For some observers, the agreement that whatever its message for the fight against inflation in general, it means little to the engineering industry in particular.

Mr. Terry Duffy, president of the Amalgamated Union of Engineering Workers was not exaggerating when he spoke of the unions' recognition of the "serious" state of the industry. He was simply taking up the case put by the Engineering Employer Federation and its director-general, Mr. Anthony Frodsham. The Federation told the union from the outset that engineering was in serious difficulties. Indeed it opened negotiations itself rather than wait for unions to lodge their own claims.

The pounding the industry has taken is increasingly well documented. It is a story of falling output, vanishing margins, thousands of redundancies, weakened balance sheets and a strong pound making exports unprofitable.

The bad news was started in the stock market as long ago as last April by carbox machinery and engineering group, Stone-Plant. After reporting a huge annual turn from profits to losses for 1979 the group ran into default on some of its borrowings. It was forced to reorganise most of its bank loans. In August came news of pre-tax losses of £24.8m for the first half of this year.

Delta Metal, with a big stake in building up to stop its first half pre-tax profits from falling by more than £500,000 to £15.5m. However this gentle decline concealed good first quarter trading and a second quarter collapse. Moreover the underlying fall was much deeper because the first six months of 1979 suffered from £2m of strikes. Even so, Lord Caldecote, chairman, thought (on September 18) that he could detect signs of an end to the gloom.

Tube Investments in the first half year did more than win the Tour de France with its Raleigh bikes.

The group finished its first six months with pre-tax profits of £1.2m, a 24 per cent increase on the £0.9m of the previous year. But in the light of GKN will it keep the final 1979 profit?

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well during the first five months sharply since.

TODAY—Interim: Bishops, Gate, Trust, and Brook St Bureau (Mayfair). Final: Attock Petroleum, Bryant Hedges, and London Scottish Finance.

TOMORROW—Interim: Estates Duties, Investment Trust, Francis Inds, Gosforth Ind, London Brick Company, Mothercare, and URM Group. Final: Brooke Bond Liebig, Ductile Steels, Medinians, Newman, Tanks Group, Paterson Zochonis, Pasha Properties, and Sanger Electrical.

WEDNESDAY—Interim: British Home Stores, Continental Union Trust, Duport, Greenbank Ind Hides, Hawker Siddeley Group, Haveringham, Jessel, Toyne and Company, London and Siam Group, London Sunnata Plantations, Sykes (Hearby), Smith, St Aubyn, Telephones, Reprints, and Trust Union. Final: Elico Hides, Kalamazoo Business Systems, Pressac Hides, MTID (Mangula), and Tysack (W) Sons and Turner.

THURSDAY—Interim: BSC Ind, Gold and Uranium, Gill and Duffus, Hay (Norman), Lilley (FJC), London and Prov Foster Group, Miller (Stanley), Portsmouth and St. Helier Newspapers, Sphere Investment Trust, and Wilkins and Mitchell. Final: Burgess Products Co (Hides), Free State Gold Mines, Free State Samplins Gold, McKee's Hides, President, Royal and Gold, President, Shear, Gold, Shear, Holidays, Smart (J) and Co (Contractors), Spencer Gears (Hides), Welkom Gold, and Western Hides.

FRIDAY—Interim: Ayshire-shire, Bares Group, Bradford (Robt), Clayton, Son and Co (Hides), General Scottish Trust, Munster Assets, Pawan (WL) and Son, Spirax Sarco, and Upton (E) and Sons. Final: Kynoch (G and G) and Vaters Stores.

Michael Clark

## Selected property groups find favour

In favour among a

this week are insurance & investment trusts, and property groups. But in

contractors and motor & are are defined out, while some different

opinion are emerging on companies particularly in by the recession might

One of the heavy studies out this week is the Costa's quarterly re

the property sector. Mr. Ireland expects growth from

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## Tootal to expand in South Africa

The British textile group, Tootal, which has reduced its

home labour force by more than 3,000 over the past few years, is expanding its interests in South Africa.

In a new move into South Africa, where the company already has major interests, Tootal has purchased a R500,000 (£275,000) 50 per cent interest in Da Gama, the number two textile company in the Republic.

Da Gama, which manufactures fabrics and industrial tissues, was recently bailed out by the South African Industrial Development Corporation and last year produced a R4m profit on a R70m turnover.

Tootal will send out six advisers to improve management and bolster production.

Hershey Chocolate

The president of Hershey Chocolate Company of America, Mr. Earl J. Spangler says that the company will construct a new manufacturing plant in

Sumatra Draft, Augusta County. The site preparation on 309 acres of land purchased by Hershey is expected to begin this week.

"We estimate that the land, building and basic equipment will cost \$75m and that is what the board of directors approved," Mr. Spangler said.

Additional product lines being contemplated if authorised could result in sizable additions to the total cost.

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# MARKET REPORTS

## Gulf war dominates tanker trade

The Iran-Iraq conflict has dominated the tanker market, extending the period of uncertainty and rates to which owners, particularly of oil tankers, must be constantly accustomed. And with a number of ships still trapped in the Strait of Arab, the tanker market is now concerned for seafarers' safety.

The UN Secretary-General, Dr. Waldheim, besought both sides to implement a local ceasefire to allow the ships to leave. Early last week, Iraq urged the UN that there was intention of burning international shipping in the Gulf, a few days later President Saddam wrote Dr. Waldheim asking him to press the UN to force the Iraqi flag since the waterway belongs to his country, and the UN has been ordered in the Strait of Hormuz to question merchant vessels by radio asking if they are heading to or from Iran. The United Kingdom has sent a frigate, Alacrity, to the area

immediately south of the strait — she will join the guided missile destroyer Coventry now patrolling the Gulf of Oman. The two ships will stand by to help merchant vessels in the area, a Ministry of Defence spokesman said.

### Freight

There are now 30 tankers aggregating over 7.1 million dwt in the Gulf and owners of 17 of these have placed them on spot availability in the hope of getting the ships away soon. Most of the vessels are thought to be waiting in Muscat, away from the hostilities to avoid war risk premiums.

Rates picked up slightly at the beginning of the week to around Worldscale 30—a typical rate for the 200,000 dwt Suezmax tanker. Worldscale 29.75 for 10 knots with premiums for higher speed. A two-point bonus was agreed for a Far East charterer's option to be followed by up to 90 days

storage at \$13,000 per day with a possible further 30 days at \$15,000.

Nearly all fixtures are now being concluded with similar storage options and, if these are taken, London brokers are warning of the considerable effect on the availability of tonnage in the Gulf for the balance of the year and early 1981.

Rates are unlikely to improve in the near future and could conceivably slacken further, some experts feel. These were reports on Friday that the 210,000 dwt Suezmax tanker A. Lomas had been fixed at Worldscale 18.5 for a speed of 10 knots from the Gulf to the United Kingdom.

Chartering in the dry cargo market started last week, partly because of Columbus Day in the United States. But activity picked up in the grain markets on Wednesday, with charterers seeking tonnage for late October/early November for the trip from the United States Gulf to north continent. Demand centred on the Panamax sizes which are the heavily involved in the coal trades.

Paul Bartlett

## Issues debt meets investor resistance

International offerings of fixed-rate dollar bonds and notes are continuing to meet with resistance from investors because of political and interest rate uncertainties, writes AP.

So far this month, \$670m worth of straight debt has been scheduled or floated. Based on pre-market indications, the average decline from issue price was close to 2.5 points on Friday, suggesting the underwriting were once again taking a beating.

In contrast, seasoned issues finished the week with relatively small changes, of around a quarter point or so. A buyers strike is an apt description for what we are seeing now, an investment banker said. Scheduled for this week was a \$400m offering of trailer finance, NY bonds, a company that rents railroad equipment, which are collateralized by the parent company's certificates and also guaranteed by the parent company, Trailer Train Company, of Chicago.

While ETCs have been used for more than 100 years by United States railroads to obtain financing, the concept is not well known in Europe. However, Mr. C. D. Buford, Chairman of ETCs, said in London that use of ETCs has helped this company to borrow about \$1bn this year and last year, taken together.

### Eurobond prices (yields and premiums)

STRAIGHT DEBT	Yield	Premium
Australia 8 1/2	10.75	0.10
Belgium 10	10.75	0.10
Canada 10	10.75	0.10
France 10	10.75	0.10
Germany 10	10.75	0.10
Italy 10	10.75	0.10
Japan 10	10.75	0.10
Netherlands 10	10.75	0.10
Spain 10	10.75	0.10
Sweden 10	10.75	0.10
Switzerland 10	10.75	0.10
UK 10	10.75	0.10
US 10	10.75	0.10

The \$40m Eurobond offering consists of 12-year bonds bearing 13.25 per cent Standard and Poor's has provisionally rated the issue "A" plus. Managed by manufacturers Hanover Ltd, the issue is scheduled to be priced according to market conditions on October 22.

### Euromarkets

We are not looking to squeeze the market with tight terms, because we hope to be able to do at least one Eurobond issue a year, Mr. Buford said.

Admission offerings reaching the market this week was a \$200m seven-year Citicorp overseas finance, NY bonds, which are collateralized by the parent company's certificates and also guaranteed by the parent company, Citicorp, of New York.

The Citicorp issue declined 2.75 points from issue price, while the yield to the investor on Friday to 12.73 per cent from 12.11 per cent. The General Motors offering dropped 3.13 to 9.75, which raised the yield to 12.41 per cent from 11.73 per cent.

Both offerings were brought to market by Morgan Stanley International on what were considered very tight terms.

## Grain harvests as the first link in the world food chain

### Commodities

Because of its obvious importance to return this week to the grain market, the world's food, at first sight the news looks fairly good, or at least better than two months ago. The International Wheat Council has revised its estimate of the world crop for 1980-81 upwards by some 10m tonnes to 450m. The prospects for rice in South East Asia and the Far East are said to be good. Price increases, although they could be as much as 20 per cent, could be less than feared.

For those in poor countries, particularly Africa where a smaller harvest is again predicted, and in countries such as the Soviet Union where wheat is an important part of animal feed these are indeed good tidings. A return of wheat and rice production to previous record levels means that rising consumption can be met without a possibly dangerous further reduction of stocks.

But other crops are not faring so well. The United States Department of Agriculture has warned that America's maize (corn) crop could be only 6.52m bushels in the current crop year, clearly below the 7.54m bushels harvested last year.

Total output of feed grains is still at 21.4m tonnes in 1980-81, about 40m tonnes less than in 1979-80. The importance of maize for animal feed—mainly pigs and cattle—can be gauged from the estimated 4.32m bushels which have been consumed in America during the last crop year.

As with other grains, America is the world's largest exporter of maize. Last year it sold abroad 71m tonnes of feed grain. If exports are maintained this year, and if domestic demand falls by 10 per cent, American feed grain stocks at the end of the 1980-81 season would be almost halved to 2.5m tonnes. This in a year when the USDA reckons world coarse grain production will decline from 725m tonnes to 711m tonnes.

One significant change in the pattern of feed grain demand this year is the growing importance in the Soviet crop. Coarse grain production in the USSR could be 100 million tonnes, some 20 million tonnes more than in 1979-80. Last year,

which saw generally bad harvests in the USSR, the country bought an estimated 24 million bushels of maize from its great political rival, an amount which while far less than 1978-79's 455 million bushels, is more than Draxel Burnham, Lambert's forecast of 195 million bushels in 1980-81.

The connection between this welter of statistics on wheat and coarse grains is more immediate than casual observation suggests. As the IWC points out, fluctuations in wheat consumption in the USSR have chiefly determined the pattern of world wheat consumption in the 1970s. More specifically, the use of wheat for animal feed, relative to coarse grains and alternatives such as soyabean, because the latter's output did not expand fast enough to accommodate the Soviet people's demand for meat.

Thus in four out of the five years 1970-71 to 1974-75 the USSR was a net exporter of wheat. But in the following five years it was continuously an importer. Whereas the quantity of wheat for human consumption remained static at around 35m tonnes a year, animal feed consumption rose during the decade from 36m tonnes to an estimated 54m tonnes last year. In 1979-80 wheat may have constituted 40 per cent of grain feed. Total Soviet wheat production last year was about 90m tonnes, and is forecast this year to be 103m tonnes.

This trend towards feeding a high proportion of wheat product to animals is not confined to the USSR, although it is most pronounced there. The USDA calculates that world feed use of wheat in 1979-80 was 87m tonnes, the highest yet, equivalent to around 20 per cent of world wheat output. At that level, it is back to the proportions prevailing in the early 1970s, before the mid-1960s world food crisis. Developed countries, including the USSR, with their insatiable demand for meat were almost wholly responsible.

employed as feed could be in emergency be diverted to human use. But in practice very little of the 80 million to 90 million tonnes of wheat surplus to animals could be so transferred. Much is low quality or unmarketable. For middle transport difficulties stand in the way. The larger part of wheat intended for human consumption is eaten relatively close to its point of origin.

Of the 450 million tonnes forecast production this year, only some 87 million tonnes of wheat and flour, or 19.3 per cent, will be traded. The USSR could buy 12.5 million tonnes, a slight increase over previous estimates, while China will require about 11.5 million tonnes. The emerging picture, therefore, is of food output this year being slightly better than had been thought, but still offering little margin of error, while the superior purchasing power of the developed world's meat eaters continues to whittle down the proportion of wheat available for human consumption. Every drop of rain which damages the Soviet soyabean crop raises the spectre of higher wheat imports.

And yet a caveat must be entered. The season is far from over, and purely mathematical trends of these figures take no account of economic factors. The end of last week saw bad news from Australia, where a prolonged drought could result in the wheat crop falling from 16.2m tonnes last year to just 9m tonnes. Australia is a major exporter to Asia, and a poor crop holds out the prospect of wheat prices rising faster early next year.

Against this, the rice crop is very big, at 392m tonnes and could help reverse the trend of recent years to substitution by wheat. At the same time, a recession in industrial countries might slow down the rate of increase in meat consumption. In so far as some wheat could be released for human rather than animal consumption, prices would benefit.

Prices will also be cushioned by a slight rise in carry-over stocks. World stocks this year are estimated at 95m tonnes.

Michael Prest

### Weekly list of fixed interest stocks

Stock	Price	Yield
British Telecom	100.00	10.00%
British Airways	100.00	10.00%
British Petroleum	100.00	10.00%
British Overseas Airways	100.00	10.00%
British Airways	100.00	10.00%
British Petroleum	100.00	10.00%
British Overseas Airways	100.00	10.00%
British Airways	100.00	10.00%
British Petroleum	100.00	10.00%
British Overseas Airways	100.00	10.00%

## Unit Trust Prices—change on the week

Unit Trust	Price	Change
British Telecom	100.00	0.00
British Airways	100.00	0.00
British Petroleum	100.00	0.00
British Overseas Airways	100.00	0.00
British Airways	100.00	0.00
British Petroleum	100.00	0.00
British Overseas Airways	100.00	0.00
British Airways	100.00	0.00
British Petroleum	100.00	0.00
British Overseas Airways	100.00	0.00



## European Law Report

## Court of Justice of the European Communities

## Irish prosecution of Spanish fishing trawler is upheld

Attorney General versus Burgoa Case No 812/79

Preliminary ruling under Article 177 of the EEC Treaty on a reference by the Circuit Court of County Cork before the President, Judge H. Kitchener and Judges P. Pescatore, J. Kouroupis, J. M. de Wilmars, Lord MacKenzie Stuart, A. O'Keefe, C. Bosco, A. Touffait and O. Due. Advocate General: F. Capotorti. Judgment given on October 14, 1980.

On October 20, 1979, Juan Burgoa, the master of the Spanish fishing trawler *Itaxa Ondo*, appeared before the Circuit Court of County Cork charged with fishing illegally, and with having on board men with undeclared status within the exclusive fishery limits of the Irish state.

The applicable Irish legislation is Section 222(A) of the Fisheries (Consolidation) Act, 1959, as amended by Section 7 of the Fisheries (Amendment) Act, 1978. The 1978 Act makes the offence subject to a fine not exceeding £10,000, together with forfeiture of any fish and fishing gear found on the boat.

Under Section 5 of the Marine Jurisdiction Act, 1959, as amended, the Irish Government, by order of December 22, 1976, which took effect on January 1, 1977, extended the exclusive fishery limits of the Irish state to 200 nautical miles from the nearest point of the baselines.

During the hearing by the Circuit Court the accused submitted, inter alia, that the London Fisheries Convention of March 9, 1964, created for him antecedent rights which are maintained by Community law in particular by Article 234 of the EEC Treaty. The Attorney General, for his part, disputed that claim and stated in particular that Article 10 of the London Convention conferred on the Irish state provisions referred to.

The Circuit Court stayed the proceedings and referred the following questions to the Court of Justice for a preliminary ruling:

1. Does Article 234 of the Treaty of Rome create rights and obligations (a) for the Member States of the European Communities? (b) for the member states of the Communities?

2. Does Article 234, or any other rule of Community law, maintain or uphold rights of the beneficiaries of treaties to which Article 234 applies, which may be in relation to Ireland, the United Kingdom, and Denmark by Article 3 of the Act of Accession, 1972?

3. In the 1964 London Fisheries Convention a treaty of the kind to which Article 234 is applied in relation to Ireland, the United Kingdom, and Denmark by Article 3 of the Act of Accession, 1972, is it to be regarded as a treaty of the kind to which Article 234 is applied?

4. Would a conviction of the defendant under Section 222(A)(1) of the Fisheries (Consolidation) Act, 1959, be contrary to EEC law?

The London Fisheries Convention 1964 in force between Spain and the nine EEC states defines the common features of a fishery system up to 12 miles from the base-line.

In its judgment, the Court stated that the purpose of Article 234, as it has already been held in case 106/78, EEC Commission v. Italy, is to lay down, in accordance with the principles of international law, that the application of the treaty does not affect the duty of the member states concerned to respect the rights of non-member countries under a prior agreement and to perform its obligations thereunder.

Since the purpose of the first paragraph of Article 234 is to remove any obstacle to the performance of agreements previously concluded with non-member countries which the Community may present, it cannot have the effect of altering the nature of

the rights which may flow from such agreements. From that it follows that that provision does not have the effect of conferring upon individuals who rely upon an agreement concluded prior to the entry into force of the treaty or, as the case may be, the accession of the member state concerned, rights which the national courts of the member state are bound to uphold. Nor does it adversely affect the rights which individuals may derive from such an agreement.

The Court of Justice gave the following answers:

1. Article 234 must be interpreted as meaning that the application of the treaty does not affect the duty of the member states to respect the rights of non-member countries under a prior agreement concluded with a member state prior to the entry into force of the treaty or, as the case may be, the accession of a member state, or the observance by that member state of its obligations under the agreement and that, consequently, the institutions of the Community are bound not to impede the performance of the obligations by the member state concerned.

2. Article 234 does not have the effect either of conferring upon individuals who rely upon one of the agreements, treaties or, as the case may be, the accession of a member state, rights which the national courts are bound to uphold, or of adversely affecting the rights which individuals may derive from such an agreement.

3. The provisions of Article 234 of the treaty applies to the rights and obligations created between Ireland and Spain by the 1964 London Fisheries Convention. The fishery zones of the member states which extend to 200 nautical miles off the North Atlantic coast of the EEC states are the subject of Community fishery rules. At the time of the events in this case, the member states were bound to observe the rights of Spanish fishing vessels to fish in the 200-mile zone off the West Coast of Ireland were governed by Council Regulation No 1378/78 of June 21, 1978, extending certain interim measures for the conservation and management of fishery resources applicable to Spanish vessels to July 31, 1978. It provided that fishing shall be subject to the grant of a licence issued by the Commission on behalf of the Community, and to compliance with other conservation and supervisory measures and the prohibition on using certain kinds of net for fishing for hake and the restriction of by-catches.

4. From all of those provisions it appears that, at the time in question, the prohibition preventing Spanish vessels from fishing without authorisation in the Irish fishery limits bordering the West coast of that country stemmed from Community legislation, in particular Council Regulation No 1378/78. Since that regulation did not provide for any penalties for contravening that prohibition the Irish authorities were bound to take all appropriate measures to ensure its implementation and this they did in accordance with Article 234(A) of the Fisheries Consolidation Act.

The interim regime which the Community set up under its own rules falls within the framework of the measures established between the Community and Spain in order to resolve the problems inherent in conservation measures and the management of fishery limits, and in order to ensure reciprocal access by fishermen to the waters subject to such measures. Those relations were superimposed on the regime which previously applied to those countries in order to take account of the general development of international law in the field of fishing on the high seas.

Legislation of a member state which prescribes penalties for contravention of the prohibition against fishing without authorisation in its fishery limits, which is a member state to the Community may present, it cannot have the effect of altering the nature of

## Vets fear wrong choice on 'mad itch' vaccine policy

Veterinary surgeons are worried that the Government is about to make a serious policy error in the control of an important livestock disease. The condition is Aujeszky's disease, which affects many animals but is most serious in pigs. It can cause abortions and also lead to death, especially in young animals.

The disease, sometimes known as "mad itch" is seldom found in Britain. However, it is feared that without the introduction of controls there could be a rapid spread of the disease similar to that in the Netherlands in the mid-1970s.

It was suggested in this column in April, 1978, that the time had come to attempt to eradicate Aujeszky's disease from the British pig industry while the disease was still at a low level. By 1979 nearly all the big organisations concerned with the production, including the National Farmers' Union, National Pig Breeders' Association and the British Veterinary Association, were urging the Government to act.

In June the Government announced that it had made available for an eradication policy, even though the sum involved was only about £400,000. Instead the Government said that it might assist with an attempt later if the industry raised most of the money.

The Union wants to discover whether the farmers would agree to a compulsory levy throughout the industry. The most convenient levy would be a tax on slaughtered pigs, as already operated for other purposes by the Meat and Livestock Commission.

However, the commission has no authority to raise a compulsory levy for disease-control purposes. Fresh parliamentary approval would be needed to allow the Government to impose an additional levy. Statutory approval could take more than a year.

The Government prefers vaccination to eradication. The imprac-

## Farming and food

## By Our Veterinary Correspondent

tion was given earlier that the Government favoured a dead vaccine, but there are now signs that a live vaccine might be chosen. The merits of the vaccine, notably cheapness and effectiveness, are being increasingly extolled. The organisations that have been pressing for eradication are now worried that there will be a move towards widespread vaccination.

Once vaccination becomes widespread, antibodies produced by vaccination cannot be distinguished from antibodies produced by the disease which is used for diagnosis. It is more difficult therefore to know where the disease is. It is also virtually certain that the disease will be spread by vaccinated pigs into its performance testing stations. For that reason, and because the owners of the top breeding herds often wish to show that they are free from Aujeszky's disease, the cream of the industry would try to stay unvaccinated.

Possible vaccines are now coming before the official committee that has the power to license them. The decision on whether to permit vaccination will be made in the next few months. All the organisations mentioned earlier have this month urged the Government to think again. If it insists on per- mitting vaccination, it has said, then surely it must be under strict limitations, a concept accepted by our main competitor, Denmark.

functions that the order exists to register in theology and medicine, in music and philosophy, but without doubt he is honoured especially for his life's dedication to the relief of suffering. Therein he has only one peer among the past companions of the order, Florence Nightingale, and she is unique in its records, she is the only woman, he as the first civilian who has not been a subject of the British Crown. This is surprising since the Order of Merit, at least in its prehistory, has marked international associations.

## 25 years ago

From The Times of Thursday, Oct. 20, 1955

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